

EDUCATION PROGRAM DESCRIPTION

1. Title: “Logistics”

2. Major: “Management”

3. Awarded degree – Bachelor

4. Term of studies – 4 years/2+2 years

5. Language of the program – Russian/Russian and English

The “Management” major is intended to implement higher professional education main programs in certain functional spheres of modern organization management.

Students within this program have an opportunity to get 4-year university education in Russia, and also the “2+2” education (first 2 years in Russia, another 2 years in USA).

A graduate upon the completion of the program is ought to...

Know: essence, goals and objectives of the logistics; subject and object of the logistics; the main concepts, methods and functions of the logistics; the main tasks of the logistics concerning purchasing, transportation, storing and selling and how to cope with them; principals of information systems design.

Be able to: choose optimal logistic channels and chains; form requirements for the transportation means, systems of storing and warehouse processing of goods in order to enhance logistic processes efficiency; form requirements for the information systems responsible for the movement of goods.

Master: design optimization methods of logistic systems, channels and chains; survey and evaluation methods for logistic indexes of the organization; methods of selection the go-between logistic partners; skills of self-instruction and research.

6. List of subjects (with summary)

№	Title	Summary
	HUMANITIES, SOCIAL STUDIES AND ECONOMICS	
	<i>Main Subjects</i>	
1	History	
2	Philosophy	
3	Foreign Language	
4	Psychology	
5	Law	
	<i>Variant Subjects</i>	
	<i>Compulsory Subjects</i>	
1	Economics	
2	Business Foreign Language	
	<i>Optional Subjects</i>	

1	Country Studies	
2	Control Logics	
3	Public and Municipal Management	
1	Political Science	
2	Business Law	
3	Economics of North-East Asia	
1	Social Science	
2	Intercultural Communication	
3	Culturology	
MATHEMATICS AND NATURAL SCIENCES		
	Main Subjects	
1	Mathematics: Algebra & Geometry	
2	Mathematics: Mathematical Analysis	
3	Mathematics: Theory of Probability and Mathematical Statistics	
4	Statistics: Theory of Statistics	
5	Statistics: Social and Economic Statistics	
6	Management Decisions Methods	
7	Information Technologies in Management	
	Variant Subjects	
	Compulsory Subjects	
1	Information Science	
	Optional Subjects	
1	Modern Concepts of Natural Sciences	
2	Physics	
1	Databases and Corporate Information Systems	
2	Introduction to Organic Chemistry	
MAJOR RELATED SUBJECTS		
	Main Subjects	
1	Theory of Management: History of Management Thought	Organization and organization relations by Russian economists, manufacturers and politicians. M. Speranskiy's project for reorganizing state administration and "Management rules". Organization ideas by Russian scientists: S. Solovyov, B. Chicherin, A. Skalkovskiy. Organization issues by the pioneers of the science management: F. Taylor, F. Gilbert, G. Emerson, H. Ford. Contribution in science by the early Soviet period researchers. Concepts of social disorganization: E. Durkheim, W. Thomas, L. Brown. Theory of organization: concepts of

		the distinguished researchers C. Barnard, D. Woodward, M. Weber, L. McGregor, D. March, G. Simon. Managerial revolutions. Science management school. Administrative management (classic school). Human relations school. Behavior sciences school. Approaches to management.
2	Theory of Management: Theory of Organization	Organization as an object of research. Organization and management: evolution of views. Organization as a system. Organization as an object of control. Organizational laws. Organization principals. Organizational structures. Organizational culture. Organization development prospects.
3	Theory of Management: Organizational Behavior	Organization behavior as a science. Individual differences between people approaches to work process. Employee's entry to an organization. Labor satisfaction theories. Involvement into organization's business. Labor motivation theories. Organizations typology. Organization as a social environment. Group behavior management. Team building. Teams typology. Team & group management. Work group types and group efficiency, work potential indicator. Labor inactivity: description and ways of ceasing. Influence of group unity on a work rating. Management as an impact, types of management. Authority and power as the tools of influence. Leadership. Corporate culture development, its influence on a management efficiency. Organizational changes. Change management. Innovations as a factor of personnel resistance. Personnel resistance management. Stress. Individual and organizational conflict management techniques. Organizational conflicts preventive measures..
4	Marketing	Marketing: matter, goals and functions. Spheres of use. Marketing and society. Marketing environment and its structure. Consumer priority. Marketing research. Segmentation. Target market selection and development of segmentation strategy. Positioning. Marketing complex: goods, price, distribution, movement. Marketing complex in service sphere. Development of trade policy, price policy, selling policy, communication policy. Goods life circle. New goods development. Marketing management.
5	Accounting and Analysis: Fiscal Accounting	Fiscal accounting: subject, objects, goals, concepts. Russian law regulations of FA. Description and accounting for: money and accounts; long-range investments and its funding sources; fixed assets; intangible assets; financial inputs; physical inventory; labor and salary; business expenses; final goods, works, services and their realization.
6	Accounting and Analysis: Management Accounting	Description, content, principals and purpose of management accounting; cost accounting as a part of management accounting; concepts and terminology for expenses classification; centers of expenses, profit, responsibility and budget; goals and concepts of cost accounting systems; types of cost accounting systems, fixed and flexible cost accounting; general models of cost accounting.
7	Accounting and Analysis: Fiscal Analysis	Fiscal analysis: types and methods. FA algorithm. Fiscal activity as an information basis for FA. Balance sheet analysis. Financial stability: absolute and relative indexes.

		Enterprising solvency. Enterprise balance liquidity. Compositional and structural evaluation of profit. Profit dynamics analysis. Business activity & economic efficiency analysis. Bankruptcy: term, types and procedure. Diagnostics of enterprise economic crisis. Evaluation methods for bankruptcy probability.
8	Fiscal Management	Fundamental concepts of fiscal management. Main methods of analysis and prognosis. Information utility criteria. Financial coefficients and financial proportions used in financial reporting. Management accounting. Descriptive models. Predicative models. Standard models. Forecasting of money flows. Analysis of money flow indexes. Method of discounting. Method of compounding. Factors causing economic risks. Risks: qualitative and quantitative analysis. Methods of risks ceasing: diversification, limitation, etc. Leverage and its role for fiscal management. Assets management through the operational leverage. Constant expenses.
9	Human Resources Management	HRM categories. HRM system. Development of personnel: professional orientation. Labor orientation. Organizational, professional, psychological adaptation. Analysis of personnel potential. Personnel management efficiency evaluation.
10	Strategy Management	General concept of strategic management. System and principals of SM. Developing of mission and strategic goals. Strategic analysis of management environment. Outer environment analysis. STEP-analysis, M. Porters analysis of competitive powers. Analysis of company's inner environment. SWOT-analysis. Organization competitive ability. Corporate strategies for business development. Functional strategies. Portfolio analysis. Methods of portfolio analysis: GE/McKinsey, PIMS.
11	Human Safety	Main technosphere threats, their features and characteristics, influence on human and environment, protective measures. Main law regulations concerning environmental safety; emergency protective methods and technologies.
12	Business Communication	Communication in control. Communication process: elements, stages, channels, levels, functions. Main types of communication. Media. Means of communication inside organization. Organization of special events: presentations, conferences, opening ceremonies, exhibitions, fairs, briefings, press-conferences. Information: description, types. Oral communication. Speech tactics. Rhetoric. Public speech preparation. Types and techniques of listening. Distant communication. Social and psychological recommendations. Psychological techniques for effective communication. Non-efficient communication: classification of reasons. Non-efficient communication as a cause for conflict. Structure, model, dynamics, stages of conflicts within organization. Consequences of conflicts. Behavior models and types of conflict personalities.
13	Corporate and Social Responsibility	Origins of the CSR concept. Role and position of business ethics in the CSR system. Stakeholders. Prerequisites for the CSR concept. Conventional morality and ethic relativity. Utility

		ethics. Moral issues of business: products safety, production safety, environmental safety. Intellectual property security; cyber crimes; business issues: accounting, investing and reconfiguration; in-house relations. CSR development prospects.
14	International Economics	World economy: logic & structure of development. World economics' globalization. International trade and international market. International trade theories. International economic integration.
15	Nature Management Economics	Ecological and economical grounds for Nature Management. Ecological and economical situation. Ecological and economical models. Environmental state changing sources: evaluation and determination methods. Risks, insurance, monitoring. Nature resources: economic ways of their evaluation. Payments and Nature Management.
	Variant Subjects	
	Compulsory Subjects	
1	Economic Management of the Organization	Economic management in enterprise. Indexes of resource potential and competitiveness of enterprises. Algorithm of financial results forming.
2	Area Studies and Business Culture of Asia-Pacific Region	Main facts and events in history, economics, culture and politics of the Far East region represented in English language materials. Ability to find information in foreign language texts about area studies (historical, social and cultural, economic aspects); compare and analyze events and processes that take place in the region.
3	Marketing Research	Role of marketing research in modern enterprise activity. Marketing research process. Methods of collecting marketing information. Data analysis and interpretation. Making a report on the research. Applied aspects of MR: research of markets, competitors, prices, advertisement efficiency. MR forecasting.
4	Logistics	Logistics: object and objectives. History. Main concepts. Role of logistics in business. Purpose of logistics in a company. Logistic strategy of an enterprise. Dynamic concept. Client service in logistics. Levels of service. Service indexes. Functional cycle as a logistic term. World leaders experience in the organization of information flows. Logistics and supply. Economic sense of supply and purchase.
5	Public Purchases	Public expenses. Social and economic development programs. State projects. State authorities and institutions. Financial support for budget intuitions.
6	Logistics Efficiency	Control of the logistics service systems. Logistic management expenses. Price management in supply chains. Efficiency evaluation methods of logistic management. Logistic management and transport service quality factors. Quality systems of logistic service. Quality evaluation of logistic service.
7	Purchasing Management	Purchasing, its role and connection with other processes. Methods of search and analysis for reliability of the supplier. Methods and principals of purchasing negotiations. Traditional technology of purchasing

8	Consumers' Behavior	Consumers' behavior in marketing system. Social stratification. Purchasing decisions in families. Inner factors of consumers' behavior. Consumers' motivation aspects. Consumerism and consumers' rights.
9	Store Management	Description of store management. SM in logistics. Role and place of SM in logistic system. Functions of storing in logistics. Classification of storing in logistics.
10	E-business Management	Goals, concepts and models of E-business. Russian and international law regulations of E-business. Marketing in E-business. Features of net-advertising. E-mail advertising. Media planning. Internet PR.
11	Quality Management	Quality as an economic category and an object of control. Evolution of quality management approaches. ISO 9000 international standards. Quality control system in the organization. QM: process and complex approaches. Quality level evaluation. Economic aspects of QM.
12	Inventory Management	Inventory as an object of control in logistic systems. IM strategies and their realization. Main models of inventory optimization. Inventory management in integrated systems.
13	Leadership	Common knowledge about leadership. Phenomenon of leadership. Evolution of leadership theories. Innovation leadership. Personal leadership. Command leadership. Leadership as a system. School of leadership. L-management – modern approach to management. L-management special features. Principals, methods and architecture of L-management.
14	Change Management	Influence of outer changes on the inner processes of the organization. Classification of changing objects and relations. Role of managers in organization changes. Methods of changes implementation.
	Optional Subjects	
1	International Business Correspondence	Types of English business letters. Business letter structure. Advertising letter. Making a memorandum. Main parts of memorandum. Types of memorandum. Making a CV. Making a report. Structure and types of reports.
2	Information Security Basics	General issue of information systems security. IS security threats. Basic principles of making security system. Access models. EO 12958 National Security Information. European information security laws. International standard of international security ISO17799. Confidential information security. Information wars.
1	International Transport Corridors	General characteristics of issues in Russian and international transportation. Concept "International Transport Corridor (ITC)". ITC functions. ITC general information. History of ITC development. System of current ITC.
2	Information Support for the Logistics	Information Support for the Logistics. Basic information needs in order control system. Control Information Systems (CIS) in logistics. Information sources. Artificial Intellect and expert systems. Database control. Systems of Enterprise Resources Planning (ERP). "SAP AG" company products.
1	Transport Support for the Logistics	Logistic and information support for transport process; transport systems: types, purpose, characteristics; spheres of

		use; logistic flows in transport systems, their connection. Automatic Control System as an optimization tool for control processes of transport systems. Structure and levels of building logistic systems on transport, their functions. Algorithms for efficient decisions; technical and information support; data transmitting basics. ACS and interaction of different means of transportation.
2	Transport in General	Structure of the state transport system; types of manufactures and features of its transport service. Structure, technical means, organization basics and work rates for different means of transportation. Modern systems and technical means of transport control, industrial and transport systems.
1	Production Logistics	Features of organization, management and planning of main, peripheral and service production. Organization processes of main production, peripheral and service subdivisions of an enterprise.
2	Distribution Logistics	Main principals of DL, typical channels of distribution. Distribution channels structure. Third party logistics in distribution: description and types; types and ranges of services. Systems of production distribution. Distribution system: planning, organization and management. Distribution: optimization methods.
1	Transport Law	TL description. TL system. TL law regulations. Transport commitments. Railway transportation law regulation basics. Railway transportation. Liability for breaking commitments of railway transportation. Passenger transport transportations. Auxiliary transport contracts. Order of settlements concerning railway transportation. Inland waterway transportation. Automobile transportation commitments. Sea transportation commitments. Air transportation commitments.
2	Customs Law	Customs and Customs policy in Russia. Customs Law in the system of the Russian Federation law. Russian Federation customs authorities. Individuals and legal persons as the subjects of the customs law. Objects of the Customs legal relations. Legal bases of moving goods and transport through the Russian Federation customs. Types of customs treatment. Special customs procedures. Customs-Fare regulations. Customs payments. Customs control. Criminal liability for breaking customs law.
	Physical Education	PE in a system of general culture and professional training of a specialist. Social and biological basis of PE. PE and sport as the social phenomena. Russian Federation law regulations of PE and sport. Physical culture of the individual. Healthy life-style basics. Special features of using PE as a work efficiency optimizer. General physical and special training in PE system. Sports. Individual choice of sports or physical exercises systems. Professional applied physical training. Self-exercising methods and body condition self-control.
	Practice, Research	
	Practical Study	
	Internship	
	State Final Examination	

7. Amount of credits, hours for each subject, forms of knowledge control

Title	Credits	Hours	Form of control
HUMANITIES, SOCIAL STUDIES AND ECONOMICS	43	1548	
Main Subjects	28	1008	
History	4	144	Exam
Philosophy	4	144	Exam
Foreign Language	10	360	Exam
Psychology	5	180	Exam
Law	5	180	Exam
Variant Subjects	15	540	
Compulsory Subjects	8	288	
Economics	6	216	Exam
Business Foreign Language	2	72	Test
Optional Subjects	7	252	
Country Studies	3	108	Test
Control Logics			
Public and Municipal Management			
Political Science	2	72	Test
Business Law			
Economics of North-East Asia			
Social Science	2	72	Test
Intercultural Communication			
Culturology			
MATHEMATICS AND NATURAL SCIENCES	39	1404	
Main Subjects	24	864	
Mathematics: Algebra & Geometry	2	72	Test
Mathematics: Mathematical Analysis	5	180	Exam
Mathematics: Theory of Probability and Mathematical Statistics	3	108	Test
Statistics: Theory of Statistics	3	108	Exam
Statistics: Social and Economic Statistics	3	108	Test
Management Decisions Methods	6	216	Exam
Information Technologies in Management	2	72	Test
Variant Subjects	15	540	
Compulsory Subjects	6	216	
Information Science	6	216	Exam
Optional Subjects	9	324	
Modern Concepts of Natural Sciences	6	216	Exam
Physics			
Databases and Corporate Information Systems	3	108	Exam
Introduction to Organic Chemistry			
MAJOR RELATED SUBJECTS	134	4824	
Main Subjects	52	1872	
Theory of Management: History of Management Thought	4	144	Exam
Theory of Management: Theory of Organization	5	180	Exam
Theory of Management: Organizational Behavior	3	108	Exam
Marketing	4	144	Exam
Accounting and Analysis: Fiscal Accounting	2	72	Test
Accounting and Analysis: Management Accounting	3	108	Test
Accounting and Analysis: Fiscal Analysis	2	72	Test

Fiscal Management	3	108	Exam
Human Resources Management	5	180	Exam
Strategy Management	4	144	Exam
Human Safety	4	144	Exam
Business Communication	3	108	Exam
Corporate and Social Responsibility	3	108	Test
International Economics	4	144	Exam
Nature Management Economics	3	108	Test
Variant Subjects	82	2952	
Compulsory Subjects	54	1944	
Economic Management of the Organization	3	108	Test
Area Studies and Business Culture of Asia-Pacific Region	3	108	Exam
Marketing Research	3	108	Exam
Logistics	4	144	Test
Public Purchases	4	144	Exam
Logistics Efficiency	4	144	Test
Purchasing Management	4	144	Exam
Consumers' Behavior	3	108	Exam
Store Management	4	144	Exam
E-business Management	3	108	Test
Quality Management	7	252	Exam
Inventory Management	4	144	Exam
Leadership	3	108	Test
Change Management	5	180	Exam
Optional Subjects	28	1008	
International Business Correspondence	4	144	Test
Information Security Basics			
International Transport Corridors	6	216	Exam
Information Support for the Logistics			
Transport Support for the Logistics	6	216	Exam
Transport in General			
Production Logistics	6	216	Exam
Distribution Logistics			
Transport Law	6	216	Exam
Customs Law			
Physical Education	2	400	Test
Practice, Research	10	360	
Practical Study	4	144	Test
Internship	6	216	Test
State Final Examination	12	432	

8. Education Level required for the program: general (full) secondary, secondary or primary professional education (diploma must certify the completion of general (full) secondary education course).