

**National University of Life and Environmental Sciences of
UKRAINE**

Department of Statistics and Economic Analysis

"APPROVED"

Dean of the Faculty of Agricultural Management

_____ **Ostapchuk AD**

" _____ " _____ 2017

Reviewed and approved

at a meeting of the Department of Statistics and

Economic Analysis

№ 11 from 15.06.2017 y.

Head of Department

_____ **VK Savchuk**

WORKING PROGRAM

"ANALYSIS of FOREIGN TRADE ACTIVITIES"

specialty of preparation bachelor's degree,

6.030601 "Management"

Developer: PhD, Senior Lecturer

O.V. Bogdaniuk

Kyiv - 2017

Description of discipline

" Analysis of foreign trade activities"

Industry knowledge training direction, specialty, education level		
Branch of knowledge	0306 "Management and administration"	
Training direction	-	
Specialty	_____ 6.030601 "Management" (code name)	
Education level	Bachelor	
Characteristics of discipline		
Kind	Basic	
The total number of hours	60	
Credits ECTS	2	
Number of content modules	2	
shape control	Exam	
Indicators of discipline for full-time and distance learning		
	full-time education	external form of education
year training	4	4
Semester	8	8
Lectures	12	
Seminars	24	
Independent work	24	
Individual tasks	-	-
Number of weekly hours for full-time: classroom self-learning	2.5	

The course "Economic Analysis of foreign trade activities" refers to the subjects, the study of which provides future specialists study the theory and methodology of economic phenomena, processes, results that constitute the content of the enterprise of foreign economic activity and is a prerequisite for the development, adoption and support management decisions. Covers the basics of foreign economic activity analysis, reporting its subjects, analysis of industrial and business enterprises, competitiveness and markets to foreign trade, assessment obligations of export-import operations and use of rationality in their implementation; Analysis of financial results of International Business and assessment of the financial condition of the company-contractor.

The purpose and objectives of discipline.

Purpose of the discipline. Expert system of training in the field of international business activity must ensure the formation of knowledge and mastery of technology and methods of analytical studies of foreign trade activities of business units. The results of this analysis should be the basis for the identification of reserves to improve profitability, make informed management decisions and the formation of an effective development strategy. Perfect knowledge of foreign economic activity analysis is only possible if necessary study of mathematical sciences, engineering and economic cycles.

The task of studying the discipline:

- confirm the quality of knowledge of previously studied courses;
- learn the method of analysis of foreign trade operations and the enterprise;
- acquire practical skills to assess the real economic situation, apply the appropriate set of measures that promote successful economic and social development of the business units, strengthening their position and role in the world market.

Requirements for the knowledge and skills of the study subjects.

After the course students should **know:**

- the theory and methodology of economic analysis;
- procedures and technologies of analysis of economic foreign economic activity;
- methodology for assessing opportunities analyzed firms and companies - the contractor;
- technique of analysis results of management decisions and prospects of the company.

Be able:

- evaluate the activities of the company subject of foreign economic activity;
- Analyze the competitiveness and markets to foreign trade;
- calculate the level of obligations of export-import operations and use of rationality in their implementation;
- to assess the financial performance of international business activity and evaluate the financial condition of the enterprise-contractor for acceptance of current and strategic management decisions.

The program of discipline
Course modules I.
ORGANIZATION AND METHODOLOGY ANALYSIS OF
FOREIGN

Topic 1. Place the economic analysis in the management of foreign economic activity. General theoretical fundamentals and specific analysis of foreign trade activities

The values and objectives of the economic analysis FEA. The subject of economic analysis FEA. External and internal factors affecting the foreign economic activity. Stages of the business analysis FEA. Techniques and methods of analysis FEA. General scientific and practical methods. Mathematics and statistics, economic and logical methods used to analyze economic FEA.

Theme 2. Information support business analysis FEA

Classification information. External and internal information FEA analysis. Regulatory background. Factual information. Statements. Concept and types of reporting. Main indicators of performance evaluation. The accounting financial statements. Balance. Income statement. Statement of Cash Flows. Report on equity. Notes to the financial statements. Statistical reporting. Other forms of reporting.

Theme 3. Retrospective assessment and identification of reserves of the company

The concept of business and economic nature reserves. Classification of economic reserves. Grouping provisions for product life cycle stages. Classes reserves the stages of the process of reproduction. Distribution of reserves for their economic nature and the impact on production results. Grouping vytratoyemnosti reserves in terms of their development. Distribution of reserves by means of detection. Retroperspektyvna valuation of the company. Evaluation based on performance. execution of the analysis.

MODULE 2.
EVALUATION ACTIVITIES SUB'YETA FOREIGN ECONOMIC
ACTIVITY

Topic 4: Analysis obligations of export-import operations

Company Analysis obligations of export-import operations. Sequence analysis of the liabilities of export-import operations. Information for analysis. Conduct analysis of liabilities export-import operations. Analysis of performance of obligations under trade agreements. Calculation of interest obligations on cost and on physical volume for individual products and for their population. Methods for determining the price of the goods. Analysis of delivery time and quality of export and import goods. Qualitative assessment of the export transactions. Quantitative indicators for assessing export transactions. Analysis of supply of export and import operations in terms of commercial credit. The analysis of exports and imports of goods and services.

5. Subject Analysis rational use of funds in export-import operations.

Analysis of working capital turnover in export and import operations. Objective analysis of turnover funds in import-export operations. Methods of analysis of turnover in goods and money transactions. Duration turnover of working capital. Calculation of additional borrowed funds. Analysis overhead in export and import operations. The relative level of overhead costs in national currency. In idnosnyy level of overhead costs in the currency. Inyvchennya factors that influenced the change of each article overhead. The method of elimination, allowing quantify the impact of each factor on the change in the cost of some of their articles.

Theme 6. Evaluation of financial results of International Business

Analysis of the effectiveness of export and import operations. Performance indicators realization of export goods. Performance indicators imports. Summary results of analysis and decision-making. Integral rate of return. Analysis of monetary sustainability. Export expenses. Export revenue. Export revenue. Efficiency ratio of exports. Efficiency ratio of imports of goods.

Theme 7. Methods of financial analysis

Express analysis of financial condition. The purpose of the rapid test. Stages of analysis. Metrics for rapid analysis. draw conclusions on the feasibility and the need for more in-depth and detailed analysis of financial results and financial condition. Purpose-depth analysis of financial condition. Performance evaluation of FAK. Absolute numbers relative - financial ratios. Methodology depth analysis Kovalev VV Preview economic and financial condition of the entity. Assessment and analysis of the economic potential of the entity. Assessment and analysis of the impact of financial and business entities. Assessment of liquidity and solvency. Current and future solvency. The causes of insolvency. Liquidity. The division of assets into groups based on ability to pay. Grouping liabilities balance depending on the degree of solvency. The liquidity balance. Absolute liquidity ratio. Quick ratio (intermediate, strict) liquidity. The coverage ratio. Assessment of financial viability. The internal resistance. The total resistance. Coefficient of autonomy. The coefficient of financial dependence. The ratio of borrowed and equity. Factor financing. Financial leverage ratio. Factor structure of long-term investments. Factor mobility equity. The coverage ratio of reserves and costs.

The structure of the discipline

Names of content modules and topics	Number of hours											
	Full-time						Part-time					
	all	including					around th	including				
		1	n	lab	ind	SR		1	n	lab	ind	SR
1	2	3	4	5	6	7	8	9	10	11	12	13
Content module 1.												
Topic 1. Place the economic analysis in the management of foreign economic activity. General theoretical fundamentals and specific analysis of foreign trade activities	5	1	2			2						
Theme 2. Information support business analysis FEA	6	2	2			2						
Theme 3. Retrospective assessment and identification of reserves of the company	9	1	4			4						
Together for the content modules 1	20	4	8			8						
Content module 2.												
Topic 4: Analysis obligations of export-import operations	10	2	4			4						
5. Subject Analysis rational use of funds in export-import operations	10	2	4			4						
Theme 6. Evaluation of financial results of International Business	10	2	4			4						
Theme 7. Methods of financial analysis	10	2	4			4						
Together for the content modules 2	40	8	16			16						
Total hours	60	12	24			24						

Topics of practical classes

number / p	topic	Number hours
1.	Place the economic analysis in the management of foreign economic activity. General theoretical fundamentals and specific analysis of foreign trade activities	2
2.	Information support business analysis FEA	2
3.	Retrospective assessment and identification of reserves of the company	2
4.	Analysis obligations of export-import operations	4
5.	Analysis of the rational use of funds in export-import operations	4
6.	Estimated financial results International Business	4
7.	Methods of financial analysis	4
	Hours in general	24

Independent work

number / p	topic	Number hours
1	Place the economic analysis in the management of foreign economic activity. General theoretical fundamentals and specific analysis of foreign trade activities	2
2	Information support business analysis FEA	2
3	Retrospective assessment and identification of reserves of the company	2
4	Analysis obligations of export-import operations	4
5	Analysis of the rational use of funds in export-import operations	4
6	Estimated financial results International Business	4
7	Methods of financial analysis	4
8	Hours in general	24

Individual tasks

module 1

Task 1. Find an appropriate definition for each term of the above.

Term	Definition
1. Accounting	a) a statement of changes in equity (excluding capital growth by contributions from owners)
2. balance	b) reporting that the financial position and results of operations of the legal entity and its subsidiaries as a single economic unit
3. Income Statement	c) a set of indicators and explanations which provides detailed articles and validity of financial statements and other information whose disclosure is required by applicable P (S)
4. Statement of Cash Flows	d) financial statements with information about the financial condition, results of operations and cash flows of the enterprise for the period
5. Statement of Changes in Equity	d) a statement of financial position that reflects a certain date its assets, liabilities and equity

6. Notes to the Financial Statements	g) report on income, expenses and financial results of the company
7. Consolidated Financial Statements	i) balance sheet for cash and those assets and liabilities to be received or paid in fixed (or certain) amount of money or cash equivalents
8. Financial Statements	c) a statement of income and expenditure of funds as a result of the company during the reporting period
9. Monetary items	a) statements that are based on accounting data to meet the needs of specific users

Task 2. Make the consolidated balance sheet of the company "ABC"

NBU rate on the relevant date

Date	NBU rate, UAH. / USD. USA
01.01.	5.35
20.12.	5.31
31.12.	5.33

Initial data for the calculation of the consolidated balance sheet of the company "ABC" on 31/12/04

	line code	ABC	"Aroma"		Consolidated Balance thousand. USD.
		Tees. USD.	Tees. USD.	Tees. USD.	
<i>Assets</i>					
Intangible assets					
residual value	010	26			
initial value	011	32			
wear and tear	012	(6)			
<i>Fixed assets</i>					
residual value	030	218	550		
initial value	031	536	700		
wear and tear	032	(318)	150		
Long-term financial investments					
accounted for using the equity method other enterprises	040	240			
Long-term receivables	050	---	335		
Inventories					
inventories	100	32	100		
Unfinished production	120	36			
final product	130	114			
products	140	30			
Promissory notes	150	72			

received					
Accounts receivable for goods and services					
net realizable value	160	130			
initial value	161	154			
provision for doubtful debts	162	(24)			
Receivables on settlements:					
the budget	170	40			
for advances paid	180	72			
accrued income	190	480			
internal settlements	200	600			
Other current receivables	210	16			
Cash and cash equivalents					
in national currency	230	6			
in foreign currency	240	6	365		
Balance	280	2118	1350		
<i>Liability</i>					
Share capital	300	96	230		
Reserve capital	340	24	35		
Retained earnings (uncovered loss)	350	860	69		
long-term bank credits	440	---	650		
Promissory notes issued	520	152			
Payables for goods, services	530	12	366		
Current liabilities on settlements					
insurance	570	10			
to pay	580	24			
with participants	600	940			
Balance	640	2118	1350		

Task 3: Specify and describe what the financial statements of foreign economic activity - legal entities Ukraine, quarterly and annual?

Task 4. What is the composition and reporting features representations of foreign companies?

Task 5. In some cases consists declaration of currency values, income and property outside Ukraine, and the information it contains?

Task 6. Determine the elasticity of demand for the products D, draw the appropriate conclusions.

Price, th. USD.	The volume of demand items.	Growth rate, %		Demand ratio is lastychnosti	The value thousand. USD.		
		prices	in demand		earnings	costs	profit
6.00	3000	X	X	X		13250	
6.25	2850					12837	
6.50	2700					12425	
7.00	2400					11600	
7.50	2150					10912	
7.80	2050					10638	
8.00	1950					10360	
8.20	1870					10142	

Objective 7. Identify Grade enterprises with the below figures. Make the appropriate conclusions.

Telephone Company	Average fixed assets, mln. UAH.	Production of commodity output per 1 employee serednospykovoho UAH.	The level of the plan commercial production,%
1	2.84	2320	52.1
2	3.41	3084	78.9
3	4.25	4356	69.1
4	4.79	3021	71.1
5	3.15	4025	58.3

module 2

1. Objective To analyze International Business for the above mentioned indicators, to determine the structure of foreign trade, identify structural changes and their causes. Make the appropriate conclusions.

Activity	Last year		Reporting year	
	number	amount thousand. USD.	number	amount thousand. USD.
Exports of products (pcs.) In t. H .:				
- export service table "Dream"	340	108.80	410	147.60
- Export Tea "Red Poppy"	520	54.60	480	57.60
- Export sets Coffeehouse "Northern Beauty"	770	87.70	830	99.60
- Export sets Coffeehouse "Snowdrops"	790	71.10	805	70.84
- other exports (goods)	X	10.85	X	13.55
Import products in t. H .:				
- import office furniture, complex.	10	15.20	5	8.00
- import of technological equipment units.	3	3.90	8	11.36
Providing services to foreign entities, in t. H .:				
- production services	X	8.30	X	9.50
- forwarding	X	6.50	X	4.20

- consulting services	X	2.40	X	3.80
Barter	X	8.70	X	5.60

2. Objective To analyze International Business, define the trend of reduced export product groups for the cost and structure factors influence the extent quantities, prices and structures to increase the value of exports. Make the appropriate conclusions.

The main indicators characterizing the export of products (goods) Ltd. "Polesye"

(Goods)	Last year			Reporting year		
	quantity pcs.	price UAH.	amount thousand USD.	quantity pcs.	price UAH.	amount thousand USD.
Export service table "Dream"	340	320	108.80	410	360	147.60
Export of Tea "Red Poppy"	520	105	54.60	480	120	57.60
Export sets Coffeehouse "Northern Beauty"	770	110	87.70	830	120	99.60
Export sets Coffeehouse "Snowdrops"	790	90	71.10	805	89	70.84
Products:						
- Dresses	35	150	5.25	54	165	8.90
- suits for men	40	140	5.60	31	150	4.65
Together:	X	X	330.05	X	X	389.19

3. Objective To analyze International Business, to study the dynamics of export / import goods to calculate basic and chain growth and increase export / import and average annual growth rate of export / import for the entire period analyzed; on the basis of the calculations to determine what changes have occurred in the commodity structure of export / import, its geographical orientation, a change amount of import / export. Make the appropriate conclusions.

product name	Country importer / exporter	Last year				Reporting year			
		first half		// half		first half		II semester	
		the keel bone, units.	price UAH.	the keel bone, units.	price UAH.	the keel bone, units.	price UAH.	the keel bone, units.	price UAH.
Dining "Dream"	Russia	90	310	80	315	95	350	100	352
	Belarus	20	315	30	315	30	345	35	344
	Georgia	15	325	30	320	35	370	35	375
	Greece	10	340	50	340	40	380	40	380
	Spain	15	350	-	-	-	-	-	-
Tea "Red Poppy"	Russia	150	100	90	103	100	110	100	113
	Greece	90	100	110	100	100	115	80	115
	Spain	60	125	20	130	60	140	40	147
Services	Belarus	210	104	215	100	225	112	230	115

Coffeehouse "Northern Beauty"	Georgia	100	106	95	115	110	115	90	113
	Greece	90	130	60	135	85	145	90	140
Services Coffeehouse "Snowdrops"	Russia	180	85	190	85	200	85	200	85
	Belarus	105	90	90	95	85	94	100	92
	Georgia	60	94	60	97	80	95	75	95
	Spain	35	100	70	90	35	90	30	95
Office furniture	Germany	2	1580	-	-	-	-		
	Russia	4	1500	4	1520	3	1603	2	1597
Technological equipment	Italy	-	-	1	1350	3	1400	3	1420
	Belarus	1	1300	1	1250	2	1448	-	-

4. Objective To analyze International Business, including analysis of indirect costs on the export operations of the company; reception using comparison and contrast, to identify changes in absolute and relative levels of indirect costs; conduct a factor analysis, indicate what factors the changes were positive and which - negative list the main areas of reducing costs; draw the appropriate conclusions.

Data for execution by LLC "Polesye":

<i>Indexes</i>	<i>/ semester</i>	<i>// half</i>	<i>Deviation</i>	
			<i>+ / -</i>	<i>%</i>
Costs of transportation:	7	7	9	7
Mass transport, etc.	6200	6050	?	7
Range of traffic, km	1200	1500	7	7
The fare for carriage USD.	8.2	10.5	?	7
The cost of storage:	?	?	7	7
Weight, t	6200	6050	7	7
The average shelf life days	25	32	7	7
Average score for the storage of one ton per day, UAH.	3.0	4.1	7	?

Task 5. Analyze International Business; analyze overhead enterprises determine absolute and relative variances; identify the causes of penalties, fines paid by a company for foreign economic operations; develop measures to decrease (reduction to zero) unproductive costs. Make the appropriate conclusions.

These analytical cost accounting activities Ltd. "Polesie", UAH .:

<i>Indexes</i>	<i>Reporting year</i>	<i>Last year</i>
Fines and penalties paid on goods exports	2000	1600
including: a) the delay in delivery and under delivery of export goods	1800	1040
b) late payment of invoices of suppliers	200	360
Fines and penalties paid on imported goods	600	800
Fines for traffic operations - all	700	400
including: a) simple cars	200	140
b) simple vehicles	400	140
c) other	100	100
shortage of goods	200	140

Interest on overdue loans	100	80
Together	6700	4980

Task 6 Profitability analysis of International Business; analyze and evaluate the profitability of the company; conduct a factor analysis Profitability identify which factors are positive and which - negative, their causes; develop measures to improve the profitability of business enterprises. Make the appropriate conclusions.

The main indicators of economic activity of LLC "Polesye":

<i>Indexes</i>	<i>/ quarter</i>	<i>// quarter</i>
Profit from ordinary activities before tax USD.	37520	34980
The average annual value of the property (commercial capital), USD.	350400	367510
- non-current assets USD.	228120	230240
- current assets, USD.	122640	137270
Sales revenue in UAH.	105120	109440
Cost of sales, UAH.	84640	90120
Assets of capital	?	?
Number of working capital turnover	?	?
duration of one turnover days	?	?
Return on economic activity%	?	?
Zatratoviddacha	?	7

Task 7. Analyze International Business; analyze the performance of obligations under export-import operations; determine the degree of fulfillment of obligations under the contract. Make the appropriate conclusions.

Output for the settlement of LLC "Polesye"

Trading group	Unit	commitments			Done obligations		
		keel bone units.	unit price, USD.	amount USD.	keel bone units.	unit price, USD.	amount USD.
Export							
001	ths. tons	5	600	3000	5	550	2750
002	ths. tons	4	500	2000	5	480	2400
Together				5000			5150
Imports							
800	thousand. units.	20	60	1200	20	65	1300
801	thousand. units.	25	40	100	20	40	800
Together				1300			2100

Task 8. According to reports analyze the dynamic property company. Make the appropriate conclusions.

Target 9. According to reports analyze the dynamics of liquidity and solvency. Make the appropriate conclusions.

Task 10. According to reports analyze the dynamics of financial viability. Make the appropriate conclusions.

Task 11. According to reports analyze the dynamics of business activity. Make the appropriate conclusions.

Task 12. According to reports analyze the dynamics Profitability. Make the appropriate conclusions.

Forms of control

The specifics of teaching "Analysis of economic EA" is to use three types of control: current, module and final.

The current control includes:

- testing - a form of control is carried out regularly on a selective basis and allows students to check the preparation of each session;

- solving problems - a form of control carried out on individual classes and allows you to test knowledge of basic provisions given topic, build logical thinking of students;

- poll - a form of control is carried out regularly on a sample basis to identify the skills students handle material proofread teacher to answer any questions;

- Business Game - a form of control is carried out to form the skills of the students practical perspective, the formation of modern thinking, the ability to make responsible and effective solutions;

- independent work - a form of control reveals the ability of the student clearly, logically and consistently respond to questions, ability to work independently;

- control work - a form of control is carried out to obtain an overview of the adequacy of the relationship "teacher-student" in the discipline and control and current success.

Modular control is carried out during the performance tests, conducted in the form of tests and provides rating assessment of knowledge and skills of students in separate semantic modules and their elements.

Final control is carried out in the form of offset for the conditions of a student and all stages of this testing.

Table 1

Oriented content structure and discipline-oriented distribution of training time hours

Type of educational activity of students	Module (Section block content modules)		The amount of hours for certain types of classes and independent of						
	name	number	name	Taking	practical	independent work		together	
					fe. to employment	done.individual.tasks			
Training activities during training sessions			Introduction						
		1.							
		1.1.	Place the economic analysis in the management of foreign economic activity. General theoretical fundamentals and specific analysis of foreign trade activities			1	2	2	5
		1.2.	Information support business analysis FEA			2	2	2	6
		1.3.	Retrospective assessment and identification of reserves of the company			1	4	4	9
		2.							
		2.1.	Analysis obligations of export-import operations			2	4	4	10
		2.2.	Analysis of the rational use of funds in export-import operations			2	4	4	10
		2.3.	Estimated financial results International Business			2	4	4	10
		2.4.	Methods of financial analysis			2	4	4	10
Total hours of discipline					12	24	24		60

Lecturer, Ph.D.,
Chief of department,

O. Bogdaniuk
Prof. VK Savchuk

NATIONAL UNIVERSITY of LIFE and ENVIRONMENTAL SCIENCE OF UKRAINE

<u>"Bachelor"</u> direction <u>"Management"</u>	Department <u>Statistics and Economic Analysis</u> 2016-2017 y.s.	EXAMINING Ticket number 1 the discipline <u>"Economic Analysis of foreign trade activities"</u>	Approved Chief of Department of Statistics and Economic Analysis _____ (signature) prof. VK Savchuk "____" _____ 20 17
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Tasks

1. problem

According to the table to calculate the relative performance indicator exports

Sales, pc	The export unit price, USD.	The production cost per unit, UAH	Overhead costs associated with exporting Party thousand	The exchange rate UAH / USD
200	256	2409	2096	24.8

2. The objective of economic analysis FEA.

	1. Evaluation of rational use of funds raised to meet the obligations under the contracts are ... (select one correct answer)	
	<ol style="list-style-type: none"> 1. Objective analysis 2. Object analysis 3. Subject analysis 4. Task analysis 	
	2. Group pairs kinds of economic analysis	
	<ol style="list-style-type: none"> 1. Depending on the time of 2. Depending on the scope of activity 	<ol style="list-style-type: none"> A. Previous B. Current B. Complex Further H. Special D.
	3. Number the sequence of foreign trade activities of the company:	
	<ol style="list-style-type: none"> 1. Study of rational use of resources in order to eliminate unwanted deviations from the planned tasks 2. Analytical evaluation of contracts, production and financial performance of foreign trade activities 3. Research efficiency advantages and disadvantages of contracts and agreements 	
	4. Group the pairs factors affecting foreign trade activities and their characteristics:	
	1. By nature, origin	a) - intensive; - extensive
	2. The nature of	b) common; - specific
	3. the degree of prevalence	c) - the main; - secondary.
	4. degree of influence on results	d) - the socio-economic; - in-process;

		- natural environmental.
	5. Subject to calculate the index of the problem of self-sufficiency	
	Ukraine's foreign trade cereals is as follows: - export volume: 5,631,700,000. Dollars. USA; - the volume of imports 209.4 million. Dollars. USA; - production: 10923400000. Dollars. USA	
2	6. Subject to calculate the index of the problem state balance	
	Ukraine's foreign trade cereals is as follows: - Export: 5631700000. Dollars. USA; - the volume of imports 209.4 million. Dollars. USA; - production: 10923400000. Dollars. USA	
1	7. Commitments on export transactions analyzed areas (multiple answers):	
	1. For expediency	
	2. Regarding the cost of their implementation	
	3. On quality	
	4. For suppliers	
	8. The total currency effect of exports is 9,985,560 USD, total unit costs of goods sold - 2,409 USD, the exchange rate on the date of the transaction - 24.8 UAH / USD., The number of goods sold - 2600 pcs. The export unit price of goods is:	
	1 254 UAH	
	2 254 USD	
	3. 252 dollars	
	4. 250 USD	
1	9. The growth rate of monetary efficiency directly affects exports:	
	1. Changes in the market value of the goods	
	2. Change the export price of the goods	
	3. Improving the quality parameters of the goods exported	
	4. Increased profitability	
	10. Group the pairs indices and their calculation:	
2	1. $I = \frac{\sum_{i=1}^m q_1 \cdot p_1}{\sum_{i=1}^m q_0 \cdot p_0}$	a) Individual volume index
	2. $I = \frac{p_0 \cdot q_1}{p_0 \cdot q_0}$	b) the overall index value
	3. $I = \frac{p_1 \cdot q_1}{p_0 \cdot q_1}$	c) individual price index

_____ Ph.D., senior lecturer O.V Bogdaniuk
(signature)