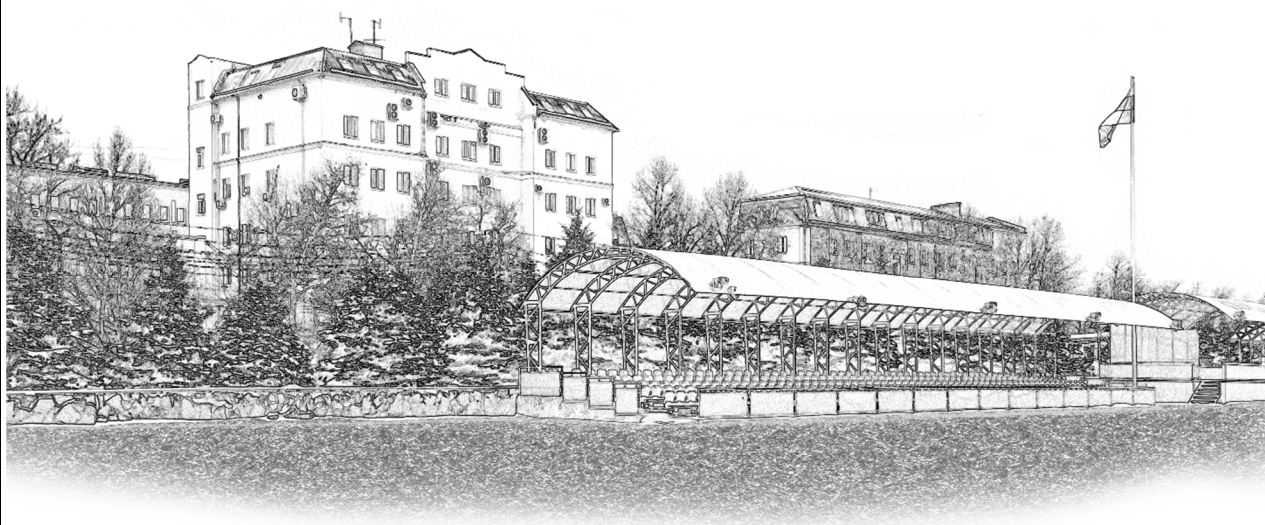




Краснодарский университет МВД России

**АНГЛИЙСКИЙ ЯЗЫК ДЛЯ ТЫЛОВЫХ
ПОДРАЗДЕЛЕНИЙ
ОРГАНОВ ВНУТРЕННИХ ДЕЛ**

**Учебное пособие
В трех частях
Часть 2**



Краснодар
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УДК 811.111
ББК 81.2 (англ)
А647

Одобрено
редакционно-издательским советом
Краснодарского университета
МВД России

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Английский язык для тыловых подразделений органов
А647 внутренних дел : учебное пособие : в 3 ч. / сост.: Е. В. Гордеева,
О. А. Ступина. – Краснодар : Краснодарский университет
МВД России, 2024. – Ч. 2. – 92 с.

ISBN 978-5-9266-2055-6

Содержатся современные профессионально ориентированные материалы, способствующие освоению иностранного языка, развитию навыка использования полученных знаний в коммуникативных ситуациях, возникающих в процессе выполнения служебных обязанностей. Предлагаются задания, стимулирующие продуктивную монологическую и диалогическую речь.

Для профессорско-преподавательского состава, адъюнктов, курсантов, слушателей образовательных организаций МВД России и сотрудников органов внутренних дел Российской Федерации.

УДК 811.111
ББК 81.2 (англ)

ISBN 978-5-9266-2055-6

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составление, 2024

Предисловие

Учебное пособие предназначено для курсантов, обучающихся по направлению подготовки 38.03.02 – Менеджмент, профиль образовательной программы «Тыловое обеспечение органов внутренних дел».

Цель учебного пособия – сформировать у курсантов навык активного владения английским языком, а также способность и готовность вести дискуссию.

В пособие включены темы «Этапы развития экономики в России», «Особенности современной предпринимательской деятельности в России», «Значение бюджета в современном государстве», «Ведение документов финансовой отчетности в тыловых подразделениях МВД России», «МВД России как государственный заказчик при проведении торгов», «Место России в системе международной торговли», тесты и вопросы для самоконтроля знаний и умений, а также тексты для дополнительного чтения.

Лексика каждого текста закрепляется в разнообразных коммуникативных и речевых упражнениях. Предлагаемые задания стимулируют продуктивную монологическую и диалогическую речь, побуждают слушателей к обмену информацией. Каждый раздел является логическим продолжением предыдущего, но при необходимости может быть использован самостоятельно.

В процессе работы с языковым материалом основное внимание уделяется обогащению лексического запаса за счет изучения терминологических и сопутствующих лексических единиц общенаучного и функционального характера, наиболее часто применяемых в области расследования и предотвращения преступлений. Для закрепления грамматического материала предполагается повторение, углубление и систематизация изученных в рамках общеобразовательного стандарта грамматических структур в целях активизации навыков и умений структурно-семантического анализа профессионально ориентированного текста, а также использования грамматических явлений в иноязычной профессиональной коммуникации.

Рекомендации курсантам для успешного усвоения учебного материала

I. Рекомендации по общей «стратегии» и «тактике» чтения

1. Вдумайтесь в заголовок: возможно, он подскажет вам, о чем текст.

2. Прочитайте бегло весь текст или его законченный отрывок, чтобы составить общее представление о его содержании. Это поможет в последующем при чтении преодолеть трудности.

3. При встрече с незнакомым словом не останавливайтесь. Дальнейший контекст может внести ясность в понимание его значения. Старайтесь использовать свои знания фактов, событий действительности, о которых упоминается в тексте.

4. Постарайтесь догадаться о значении слова. Языковая догадка возможна, если незнакомое слово:

- напоминает по своему звучанию или графическому образу слово родного языка;
- состоит из знакомых словообразовательных элементов;
- относится к интернациональным словам;
- включено в словосочетание, элементы которого вам известны.

5. Слова, значение которых не удалось установить, найдите в словаре. Для этого необходимо:

- знать условные обозначения, принятые в словаре (они даются в начале любого словаря), и его структуру;
- усвоить правила расположения слов в словаре;
- уметь придать слову исходную словарную форму, отталкиваясь от его производной контекстной формы;
- выбрать нужное значение, проверить его соответствие тексту.

II. Рекомендации для самостоятельной подготовки монологического высказывания

1. Представьте, о чем вы будете говорить, и составьте план своего высказывания.
2. Прочитайте текст (тексты) на нужную вам тему.
3. Выделите из текста (текстов) материал: слова, словосочетания, предложения, нужные для вашего высказывания; соотнесите его с пунктами плана.
4. Вспомните, какой еще языковой материал вы сможете использовать в своем высказывании, запишите его.
5. Сделайте преобразования, необходимые для передачи замысла.

III. Рекомендации для самостоятельной подготовки устного высказывания на основе опор

1. Представьте, что вы хотите сказать по данной теме/ситуации, и спланируйте свое высказывание.
2. Подберите к каждому пункту плана соответствующие языковые средства: слова, словосочетания, предложения из данных в учебнике и по памяти.
3. Скомбинируйте этот материал для передачи своего замысла (помните при этом о времени, лице, числе и т. д.).
4. Представьте себе конкретных слушателей и, обращаясь к ним, произнесите свое высказывание.

IV. Рекомендации для выполнения лексико-грамматических упражнений

1. Прочитайте задание.
2. Если задание предполагает подстановку или ответ на вопрос, уточните значение требуемого языкового клише.
3. Установите его грамматические формы, обратите внимание на порядок слов (обратитесь к словарю и грамматическому справочнику).
4. Письменно вставьте данное языковое клише в предложение (или в ответ на вопрос), придав ему сначала соответствующую производную форму.

UNIT 1. Stages of economic development in modern Russia.

Lesson 1.

1. New words to memorize

Output target	целевые показатели по результатам
To refine	усовершенствовать
To exceed the plan	перевыполнить план
Respective geographical areas	соответствующие географические районы
Intermediate goods	промежуточные товары
Allocation functions	функции распределения
Livestock	домашний скот
To encourage waste	поощрять расточительство

2. Read the text, divide it into logical parts. Title each of them.

For about 69 years, the Russian economy and that of the rest of the Soviet Union operated on the basis of a centrally planned economy, with a state control over virtually all means of production and over investment, production, and consumption decisions throughout the economy. Economic policy was made according to directives from the Communist Party, which controlled all aspects of economic activity.

Five-year plan and annual plans were the chief mechanisms the Soviet government used to translate economic policies into programs. According to those policies, the State Planning Committee (*Gosudarstvennyy planovyy komitet*—Gosplan) formulated countrywide output targets for stipulated planning periods.

Regional planning bodies then refined these targets for economic units such as state industrial enterprises and state farms (*sovkhozy*; sing., *sovkhoz*) and collective farms (*kolkhozy*; sing., *kolkhoz*), each of which had its own specific output plan.

Central planning operated on the assumption that if each unit met or exceeded its plan, then demand and supply would balance.

The government's role was to ensure that the plans were fulfilled. Responsibility for production flowed from the top down. At the national level, some seventy government ministries and state committees, each responsible for a production sector or subsector, supervised the economic production activities of units within their areas of responsibility. Regional ministerial bodies reported to the national-level ministries and controlled economic units in their respective geographical areas. The plans incorporated output targets for raw materials and intermediate goods as well as final goods and services. In theory, but not in practice, the central planning system ensured a balance among the sectors throughout the economy. Under central planning, the state performed the allocation functions that prices perform in a market system. In the Soviet economy, prices were an accounting mechanism only. The government established prices for all goods and services based on the role of the product in the plan and on other noneconomic criteria. This pricing system produced anomalies. For example, the price of bread, a traditional staple of the Russian diet, was below the cost of the wheat used to produce it. In some cases, farmers fed their livestock bread rather than grain because bread cost less. In another example, rental fees for apartments were set very low to achieve social equity, yet housing was in extremely short supply. Soviet industries obtained raw materials such as oil, natural gas, and coal at prices below world market levels, encouraging waste.

3. Answer the questions

1. What basis did the Soviet Union economy operate on?
2. What directives was economic policy made according to?
3. What were the chief mechanisms of the Soviet government?
4. What assumption did Central planning operate on?
5. What does responsibility for production from the top-down mean?

6. Did the central planning system ensure a balance among the sectors throughout the economy in practice?
7. Did the state or prices in a market system perform the allocation functions in the Soviet Union economy?
8. What are the examples of state pricing system anomalies?

4. Give Russian equivalents.

all means of production; investment, production, and consumption decisions; to translate economic policies into programs; output targets; on the assumption; demand and supply; flow from the top down; economic production activities; areas of responsibility; ensure a balance; a traditional staple; fed their livestock bread; to achieve social equity;

5. Give English equivalents: обеспечить баланс; проходить сверху вниз; традиционный продукт питания; экономическая производственная деятельность; кормили свой скот хлебом; для достижения социальной справедливости; воплощать экономическую политику в программы; целевые показатели по результатам; исходя из предположения; спрос и предложение;

6. Read the statements. Find out whether they are true or false. Correct the false ones.

1. The Russian economy never operated on the basis of a centrally planned economy
2. The Communist Party controlled all aspects of economic activity.
3. Ten-year plan was the chief mechanism the Soviet government used.
4. State Planning Committee formulated world output targets.

5. Regional ministerial bodies reported to the national-level ministries and controlled economic units in their respective geographical areas.
6. The central planning system ensured a balance among the sectors throughout the economy in practice.
7. Under central planning prices in a market system performed the allocation functions.
8. The government established prices for all goods and services based on economic criteria.
9. Rental fees for apartments were set very high in the Soviet Union.
10. Soviet industries obtained raw materials such as oil, natural gas, and coal at prices above world market levels.

7. Match the statements with the definitions.

1. a state control over virtually all means of production
2. the act of using money to earn more money
3. something that you are trying to do or achieve
4. the amount of something that is available to be used
5. a strong need *for* something
6. to divide and give out (something) for a special reason

A. supply; B. demand; C. allocation; D. investment; E. centrally planned economy; F. target;

8. Complete the sentences with a proper word.

fed, incorporated, planned, refined, controlled, exceeded, flowed, reported, fulfilled, produced

1. For about 69 years the Russian economy operated on the basis of a centrally ... economy

2. The Communist Party... all aspects of economic activity
3. Regional planning bodies ... the targets for economic units
4. If each unit met ... or its plan, then demand and supply would balance.
5. The government's role was to ensure that the plans were.
6. Responsibility for production ... from the top down.
7. Regional ministerial bodies ... to the national-level ministries and controlled economic
8. The plans ... output targets for raw materials and intermediate goods
9. This pricing system ... anomalies.
10. Farmers ... their livestock bread rather than grain

9. Read and reproduce the dialogue.

A. - You know I started studying some items about the Russian economy and that of the rest of the Soviet Union at the last lesson. I picked up a lot of interesting facts about that period while making the report. My teacher encouraged me and told my report was excellent.

B.–Really? Sounds great. I'm sure you'll help me with my homework to the next lesson. Could you tell me what basis the Soviet Union economy operated on.

A. - Don't you know, for about 69 years, the Russian economy and that of the rest of the Soviet Union operated on the basis of a centrally planned economy, with a state control over virtually all means of production and over investment, production, and consumption decisions throughout the economy

B. I see... Planning was an important item, wasn't it?

A.-You are quite right. Five-year plan and annual plans were the chief mechanisms the Soviet government used to translate economic policies into

programs. Central planning operated on the assumption that if each unit met or exceeded its plan, then demand and supply would balance.

B.-And what was the government's role? Was there responsibility for production flow from the top-down?

A.-You know, the government established prices for all goods and services based on the role of the product in the plan and on other noneconomic criteria. This pricing system produced anomalies.

B. Thanks a lot for the help. I hope I'll get an excellent mark

A. So do I. Good luck!

10. Retell the text in brief

Lesson 2

1. New words to memorize

To implant basic tenets	внедрять основные принципы
market-determined prices	цены, определяемые рынком
to implement policy	проводить политику
fiscal and monetary	фискальная и денежно-кредитная
stable prices and exchange rates	стабильные цены и обменные курсы
responsibility for settling <u>debts</u>	ответственность за погашение долгов
dilapidated	полуразрушенный

2. Read the text to find out the main economic goals during the period of the transition from central planning to a market-based economy.

After 1991, under the leadership of Boris Yeltsin, the country made a significant turn toward developing a market economy by implanting basic tenets such as market-determined prices. Two fundamental and interdependent goals — macroeconomic stabilization and economic restructuring — the transition from central planning to a market-based economy. The former entailed implementing fiscal and monetary policies that promote economic growth in an environment of stable prices and exchange rates. The latter required establishing the commercial, and institutional entities — banks, private property, and commercial legal codes— that permit the economy to operate efficiently. Opening domestic markets to foreign trade and investment, thus linking the economy with the rest of the world, was an important aid in reaching these goals. The Gorbachev regime failed to address these fundamental goals. At the time of the Soviet Union's demise, the Yeltsin government of the Russian Republic had begun to attack the problems of macroeconomic stabilization and economic restructuring. By mid-1996, the results were mixed.

Since collapse of the Soviet Union in 1991, Russia has tried to develop a market economy and achieve consistent economic growth. In October 1991, Yeltsin announced that Russia would proceed with radical, market-oriented reform along the lines of "shock therapy". Hyperinflation resulted from the removal of Soviet price controls and again following the 1998 Russian financial crisis. Assuming the role as the continuing legal personality of the Soviet Union, Russia took up the responsibility for settling the USSR's external debts, even though its population made up just half of the population of the USSR at the time of its dissolution.

The Russian GDP contracted was estimated 40% between 1991 and 1998, despite the country's wealth of natural resources, its well-educated population, and its diverse – although increasingly dilapidated – industrial base.

Such a figure may be misleading, however, since much of the Soviet Union's GDP was military spending and the production of goods for which there

was little demand. The discontinuation of much of that wasteful spending created the false impression of larger than actual economic contraction.

Critical elements such as privatization of state enterprises and extensive foreign investment were rushed into place in the first few years of the post-Soviet period. But other fundamental parts of the economic infrastructure, such as commercial banking and authoritative, comprehensive commercial laws, were absent or only partly in place by 1996. Although by the mid-1990s a return to Soviet-era central planning seemed unlikely, the configuration of the post-transition economy remained unpredictable.

3. Answer the questions.

1. What turn did the country make after 1991?
2. What were the main goals in that period?
3. What did promoting economic growth require?
4. What was an important aid in reaching the goals?
5. What did Yeltsin announce in October 1991?
6. What did hyperinflation result from?
7. Russia took up the responsibility for settling the USSR's external debts, didn't it?
8. Was the Russian GDP contract estimated 40% or 10% between 1991 and 1998?
9. What created the false impression of larger than actual economic contraction?
10. Comprehensive commercial laws were absent at that period, weren't they?

4. Give Russian equivalents. Write down your own examples with them.

under the leadership of, a significant turn toward, by implanting basic tenets, the transition from central planning to a market-based economy, fiscal and monetary policies, promote economic growth, establish the commercial and institutional entities, an important aid, achieve economic growth, responsibility for settling the debts, wasteful spending, remain unpredictable

5. Complete the sentences with the proper word.

wealth, resulted, responsibility, market, growth, reaching, achieve, contracted

1. The country made a significant turn toward developing a ... economy
2. The economic ... required establishing the commercial, and institutional entities
3. Opening domestic markets to foreign trade and investment was an important aid in ... these goals
4. Russia has tried to develop a market economy and ... consistent economic growth
5. Hyperinflation ... from the removal of Soviet price controls
6. Russia took up the ... for settling the USSR's external debts
7. The Russian GDP ... an estimated 40% between 1991 and 1998
8. Despite the country's ... of natural resources, its well-educated population, and its diverse industrial base the configuration of the post-transition economy remained unpredictable.

6. Ask all possible questions to find out the problems of the transition period.

7. Read the statements. Find out whether they are true or false. Correct the false ones.

1. The country made a significant turn toward developing a market economy under the leadership of Boris Yeltsin.

2. The main goals were microeconomic stabilization and economic restructuring.
3. Stable prices and exchange rates always promote economic growth.
4. Establishing the commercial, and institutional entities never permit the economy to operate efficiently.
5. Closing domestic markets to foreign trade and investment was an important aid in reaching the goals of developing a market economy.
6. The Yeltsin government of the Russian Republic began to attack the problems of macroeconomic stabilization and economic restructuring.
7. In May 1991, Yeltsin announced that Russia would proceed with radical, market-oriented reform along the lines of "shock therapy".
8. Russian population made up a quarter of the population of the USSR at the time of its dissolution.
9. Russia took up the responsibility for settling the USSR's external debts.
10. The configuration of the post-transition economy was quite predictable.

8. You are going to take part in the discussion. Use the sentences above to speak about the problems of Russian economy since 1991. Agree or disagree with your opponent.

9. Translate into English.

Страна сделала значительный поворот к развитию рыночной экономики в 1991 году. Макроэкономическая стабилизация предполагала проведение налогово-бюджетной и денежно-кредитной политики, способствующей экономическому росту в условиях стабильных цен и обменных курсов. Реструктуризация экономики требовала создания коммерческих и институциональных структур — банков, частной собственности и коммерческих правовых кодексов, — которые позволяют экономике эффективно функционировать. Открытие внутренних рынков для внешней торговли и инвестиций, связывающее таким образом

экономику с остальным миром, стало важным подспорьем в достижении этих целей. В октябре 1991 года Ельцин объявил, что Россия приступит к радикальным, ориентированным на рынок реформам по типу "шоковой терапии". В результате отмены советского контроля за ценами возникла гиперинфляция. Россия взяла на себя ответственность за погашение внешних долгов СССР несмотря на то, что ее население составляло всего половину населения СССР на момент его распада. Были срочно внедрены такие важнейшие элементы, как приватизация государственных предприятий и масштабные иностранные инвестиции в первые несколько лет постсоветского периода. Но коммерческие законы к 1996 году отсутствовали или действовали лишь частично. Конфигурация экономики после переходного периода оставалась непредсказуемой.

10. Speak about the problems of Russian economy since 1991.

Lesson 3

1. New words to memorize

market-oriented reform	рыночная реформа
a drop in the standard	падение стандарта
economic inequality	экономическое неравенство
excess mortality	повышенная смертность
expectancy	ожидание
outrageous	возмутительный
government revenues	государственные доходы

2. Read the text to find out some facts a "shock therapy" was characterized by.

Transition to market economy (1991–98)

Following the collapse of the Soviet Union, Russia underwent a radical transformation, moving from a centrally planned economy to a globally integrated market economy. Yeltsin's program of radical, market-oriented reform came to be known as a "shock therapy". Shock therapy was accompanied by a drop in the standard of living, including surging economic inequality and

poverty, along with increased excess mortality and a decline in life expectancy. The majority of state enterprises were privatized amid great controversy and subsequently came to be owned by insiders for far less than they were worth. For example, the director of a factory during the Soviet regime would often become the owner of the same enterprise. Under the government's cover, outrageous financial manipulations were performed that enriched a narrow group of individuals at key positions of business and government. Difficulties in collecting government revenues amid the collapsing economy and dependence on short-term borrowing to finance budget deficits led to the 1998 Russian financial crisis.

In the 1990s Russia was "the largest borrower" from the International Monetary Fund, with loans totalling \$20 billion. The IMF was criticized for lending so much, as Russia introduced little of the reforms promised for the money and a large part of these funds could have been "diverted from their intended purpose and included in the flows of capital that left the country illegally".

3. Study the text to match the questions 1-5 to answers A-E.

1. What transformation did Russia undergo?
2. What was shock therapy accompanied by
3. Who could become the owner of the enterprise?
4. What provided enriching a narrow group of individuals?
5. What was the IMF criticized for?

A. The director of a factory during the Soviet regime

B. Outrageous financial manipulations

- C. Economic inequality and poverty, along with increased excess mortality
- D. Russia introduced little of the reforms promised for the money
- E. It moved from a centrally planned economy to a globally integrated market economy

4. Give Russian equivalents. Write down your own examples with them.

To undergo a radical transformation, a drop in the standard of living, inequality and poverty, decline in life expectancy, great controversy, enrich a narrow group, the flows of capital, dependence on short-term borrowing, collect government revenues

5. Complete the sentences with a proper word.

privatized, promised, revenues, a drop, enriched, transformation

1. Russia underwent a radical..., moving from a centrally planned economy to a globally integrated market economy
2. Shock therapy was accompanied by ...in the standard of living
3. The majority of state enterprises were ... amid great controversy
4. Outrageous financial manipulations ... a narrow group of individuals at key positions of business and government
5. Difficulties in collecting government ... amid the collapsing economy and dependence on short-term borrowing
6. Russia introduced little of the reforms ...for the money

6. Retell the text in brief.

7. Read the following text to find out how and when Russian economy achieved "unprecedented macroeconomic stability"

Recovery and growth (1999–2008)

Oil prices in the 2000s

Russia bounced back quickly from the August 1998 financial crash, partly because of a devaluation of the rouble, which made domestic producers more competitive nationally and internationally.

Between 2000 and 2002, significant pro-growth economic reforms included a comprehensive tax reform, which introduced a flat income tax of 13%; and a broad effort at deregulation which benefited small and medium-sized enterprises.

Between 2000 and 2008, Russian economy got a major boost from rising commodity prices. GDP grew on average 7% per year. Disposable incomes more than doubled and in dollar-denominated terms increased eightfold. The volume of consumer credit between 2000 and 2006 increased 45 times, fueling a boom in private consumption. The number of people living below poverty line declined from 30% in 2000 to 14% in 2008.

Inflation remained a problem however, as the central bank aggressively expanded money supply to combat appreciation of the rouble. Nevertheless, in 2007 the World Bank declared that the Russian economy achieved "unprecedented macroeconomic stability". Until October 2007, Russia maintained impressive fiscal discipline with budget surpluses every year from 2000.

8. Ask as many questions to the text as possible.

9. Discuss these statements, use appropriate phrases for agreeing and disagreeing.

Phrases to agree	Phrases to disagree
<p>Definitely.... I couldn't agree more.... Absolutely.... Precisely.... I see your point.... I see what you are getting at.... I'd go along with that view to a point... Sure, that's one way of looking at it.... I have to side with you on this one.... I suppose so.... I think so too.... I'd go along with that.... That's a good point.... I see exactly what you mean.... You're right, that's a good point.... Actually, I think you're right.... That's true.... Well, I agree with you here.... You have my full agreement.... I second that.... Ok, that's convincing.... I take your word on it.... You took the words right out of my mouth...</p>	<p>I see your point, but.... ,I see what you are getting at, but.... That's one way of looking at it, however.... I completely disagree.... Well, I see things rather differently.... Umm, I'm not sure about that.... I'm not sure I go along with that view.... I don't really agree with that idea.... I agree up to a point, but.... You could say that, however.... I wouldn't quite put it that way myself.... I still have my doubts.... I can't/ couldn't go along with that.... That's out of question.... You've got to be kidding.... Well, I don't quite agree with you.... I find that very difficult to accept.... We don't seem to agree here.... Not necessarily.... That's not always true....</p>

1. Domestic producers became more competitive nationally and internationally
2. Significant pro-growth economic reforms were introduced
3. The number of people living below poverty line declined

10. Name the main facts in Russian economy during the period 1999–2008.

Lesson 4

1. New words to memorize

credit crunch	кредитный кризис
shield	защищать, прикрывать
fuel	питать, подогревать
real disposable income	реальный располагаемый доход
self-assessed life satisfaction	самооценка удовлетворенности жизнью
prudent	разумный
unevenly	неравномерно
to diversify	диверсифицировать
shrink–shrunk	сокращаться
rebound	восстановиться
patent application rate	количество заявок на патент
highest graduation rate	самый высокий процент выпускников
asset freezes	замораживание активов

2. Read to find out what fueled a rapid growth in living standards.

2009–14

Russian banks were hit by the global credit crunch in 2008, though no long term damage was done thanks to proactive and timely response by the government and central bank, which shielded the banking system from effects of the global financial crisis. A sharp, but brief recession in Russia was followed by a strong recovery beginning in late 2009.

Between 2000 and 2012 Russia's energy exports fueled a rapid growth in living standards, with rising by 160%. In dollar-denominated terms this

amounted to a more than sevenfold increase in disposable incomes since 2000. In the same period, unemployment and poverty more than halved and Russians' self-assessed life satisfaction also rose significantly. This growth was a combined result of the 2000s commodities boom, high oil prices, as well as prudent economic and fiscal policies. However, these gains have been distributed unevenly, as the 110 wealthiest individuals were found in a report by Credit Suisse to own 35% of all financial assets held by Russian households. Russia also has the second-largest volume of illicit money outflows, having lost over \$880 billion between 2002 and 2011 in this way. After eighteen years of negotiations, Russia's membership to the WTO was accepted in 2011. In 2013, Russia was labelled a high-income economy by the World Bank.

Russian leaders repeatedly spoke of the need to diversify the economy away from its dependence on oil and gas and foster a high-technology sector. In 2012 oil, gas and petroleum products accounted for over 70% of total exports. This economic model appeared to show its limits, when after years of strong performance, the Russian economy expanded by a mere 1.3% in 2013.

3. Answer the questions.

1. Were Russian banks hit by the global credit crunch in 2008?
2. What was recession followed by in late 2009?
3. What fueled a rapid growth in living standards?
4. Why did self-assessed life satisfaction rise significantly?
5. When was Russia's membership to the WTO accepted?
6. What did Russian leaders repeatedly speak of?

4. Read and answer why Russian economy risked going into recession.

2014–21

According to the Russian economic ministry in July 2014, GDP growth in the first half of 2014 was 1%. The ministry projected growth of 0.5% for 2014.

The Russian economy risked going into recession from early 2014, mainly due to falling oil prices, sanctions, and the subsequent capital flight. While in 2014 GDP growth remained positive at 0.6%, in 2015 the Russian economy shrunk by 3.7% and was expected to shrink further in 2016. By 2016, the Russian economy rebounded with 0.3% GDP growth and officially exited recession. The growth continued in 2017, with an increase of 1.5%.

Russia has the world's 15th highest patent application rate, the 8th highest concentration of high-tech public companies, such as internet and aerospace and the third highest graduation rate of scientists and engineers.

In 2019 Russia's Natural Resources and Environment Ministry estimated the value of natural resources to \$844 billion or 60% of the country's GDP.

5. Answer the questions.

1. What was GDP growth in the first half of 2014?
2. Why did the Russian economy risk going into recession from early 2014?
3. How did the Russian economy shrink in 2015?
4. What is the world's highest patent application rate of Russia?
5. How did Russia's Natural Resources and Environment Ministry estimate the value of natural resources in 2019?

6. Complete the sentences with a proper word.

Concentration, graduation, growth, shrunk, rebounded, recession

1. In July 2014 GDP ... in the first half of 2014 was 1%.
2. The Russian economy went into ... from early 2014
3. In 2015 the Russian economy ... by 3.7%
4. By 2016, the Russian economy ... with 0.3% GDP growth

5. Russia has the 8th highest ... of high-tech public companies, such as internet and aerospace

6. Russia has the third highest ... rate of scientists and engineers

7. Agree or disagree, use the prompts.

Definitely.... I couldn't agree more.... Absolutely.... Precisely.... I see your point.... I see what you are getting at.... I'd go along with that view to a point... Sure, that's one way of looking at it....	That's out of question.... You've got to be kidding.... Well, I don't quite agree with you.... I find that very difficult to accept.... We don't seem to agree here.... Not necessarily.... That's not always true....
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1. GDP growth in the first half of 2014 was 1%

2. The Russian economy risked going into recession from early 2014, only due to falling oil prices

3. In 2013 the Russian economy shrunk by 3.7%

4. The Russian economy was expected to shrink further in 2016

5. The growth continued in 2017

6. In 2019 Russia's Natural Resources and Environment Ministry estimated the value of natural resources to \$ 44 billion

8. Retell the text in brief.

9. Read the text and write down five questions to it.

In 2022, there have been heavy sanctions that will likely result in steep recession. Sanctions also included asset freezes on the Russian Central Bank, which holds \$630 billion in foreign-exchange reserves, to prevent it from offsetting the impact of sanctions.

In November 2022 it was reported that Russia had officially entered a recession as the Federal State Statistics Service had reported a national GDP loss for the second consecutive quarter.

10. Write down the pros and cons of Russian economy development. Get ready to discuss them.

UNIT 2. Modern entrepreneurial activity in Russia

Lesson 1

1. New words to memorize

Entrepreneurship	предпринимательство
endorsed by educational institutions	одобрено учебными заведениями
foster	способствовать
facilitate	содействовать
guarantee independent decision	гарантировать независимое решение

2. Read the text. Tell what entrepreneurship means and what its role in the society is.

As **evidenced** by the many different definitions, the term entrepreneurship means different things to different people. However, in spite of the differences, there are some common aspects: risk taking, creativity, **independence**, and rewards. These common aspects are supposed to be the driving force behind the notion of entrepreneurship in the future. One thing is clear – the future for the entrepreneurship appears to be bright. We are living in the age of the entrepreneur, with entrepreneurship **endorsed** by educational institutions, governmental units, society, and corporations. Entrepreneurial education has never been so important in terms of courses and **academic** research.

The role of entrepreneurship is of interest to business people, politicians, college professors and students. The dramatic changes that have **occurred** in the once controlled economy of Russia in the 1990s have raised many questions: Can entrepreneurship in Russia change the traditional state – dominated system with limited economic freedom and contribute to global market development? What is the profile of Russian entrepreneur? What is necessary to carry out entrepreneurial activities in Russia successfully?

Entrepreneurship as a social phenomenon reflects the basic conditions that foster the economic development as a result of human creativity, new ideas and innovations. There is a general agreement among the scholars that entrepreneurship facilitates economic freedom and economic creativity. Economic freedom makes available a certain amount of rights that **guarantee** independent decision – making in choosing the type and field of economic activity and methods of operation. Economic creativity results in the new businesses and jobs being created.

3. Match the words to their synonyms underlined in the text.

promotes, appeared, ensure, intellectual, approved, self-determination, indicated

4. Answer the questions.

1. What does the term entrepreneurship mean to different people?
2. What are some common aspects of entrepreneurship?
3. What does the future for the entrepreneurship appear to be?
4. Who is interested in entrepreneurship?
5. What is a general agreement among the scholars?
6. What does economic freedom make available?

5. Give Russian equivalents. Write down your own examples with them.

common aspects, risk taking, creativity, independence, rewards, in the age of the entrepreneur

6. Read the statements. Find out whether they are true or false. Correct the false ones.

1. The term entrepreneurship means different things to different people
2. The term entrepreneurship means only rewards
2. The future for the entrepreneurship appears to be dull
3. Entrepreneurship is disapproved by educational institutions and governmental units
4. The role of entrepreneurship is of interest only to business people
5. The economic development is usually a result of human creativity, new ideas and innovations.
6. Entrepreneurship blocks economic freedom and economic creativity

7. Match the statements to the definitions.

1. It is one's ability to make new things, generate new ideas
 2. It is an individual who creates and/or invests in one or more businesses
 3. It is the creation or extraction of economic value
 4. The power to do what you want to do
 5. A person who has studied a subject for a long time and knows a lot about it
- A. freedom; B. entrepreneurship; C. scholar; D. creativity; E. entrepreneur

8. Complete the sentences with a proper word.

Results, available, contribute, traditional, occurred, endorsed, age, creativity

1. The term entrepreneurship means
2. We are living in the ... of the entrepreneur
3. Entrepreneurship is ... by educational institutions
4. The dramatic changes ... in the controlled economy of Russia in the 1990s
5. Entrepreneurship in Russia could change the ... state – dominated system
6. Entrepreneurship in Russia could... to global market development
7. Economic freedom makes ... a certain amount of rights
8. Economic creativity ... in the new businesses and jobs
- 9. Make up dialogues to discuss the nature of entrepreneurship. Use the questions ex.3**
- 10. Retell the text in brief.**

Lesson 2

1. New words to memorize

Retail trade	розничная торговля
To deny licenses	отказывать в выдаче лицензий
Office space	офисные помещения
Bribe	взятка
Discretionary regional charges	дискреционные региональные сборы
Gangs of racketeers	банды рэкетиров

2. Read the text and answer the question what barriers Russian entrepreneurs face.

After the end of communism and the collapse of the Soviet Union in 1991, Russia began the slow and hard process of moving toward the market economy. From the years of transition, the number of Russian small business and entrepreneurship grew quite rapidly in the early part of 1990s. This was due to a

series of economic reforms, including privatization. New entrepreneurship filled large gaps in the former Soviet economy, particularly in retail trade and services. However, Russian entrepreneurs face many barriers, which slow down the development of entrepreneurial activity in the country.

Some examples of such barriers are the process of registering a business and a high level of corruption in Russia. A new entrepreneur has to get tons of various official permissions, certifications, and registrations from different organizations. During this process and throughout the normal operation of a business a person is faced with corrupt bureaucracy that has the power to deny licenses, permits, office space, and access to materials unless substantial “gifts” or bribes are offered. Another problem is taxation. Corporate and individual income-tax rates in Russia are comparable to those in other countries in transition. However, the addition of discretionary regional and local charges makes it much more difficult to do business. Small business people are also confronted racketeers who offer protection of your business, which cannot be refused, in return for monetary compensations. These criminal costs substantially raise the costs of doing business. Also, gangs of racketeers known as mafias control some key inputs required for business operation. As a matter of fact, Russian entrepreneur was for a long time thought of as a Mafiosi, which prevented many foreign businesspeople from investing capital into the country. Luckily, this understanding weakened over time.

Despite all the difficulties many people own small businesses. According to the Russian SME resource center’s statistical report, in 2002 and 2003 small and medium sized enterprises with up to 250 employees constituted 94% of the total number of enterprises and 49% of total employment.

Due to an increase in economic discrimination against women after the start of economic reforms in Russia, many women became micro entrepreneurs. With the fall of the communist state, the principle of “equal pay for equal work” was

no longer enforced, resulting in a decline in women's average wage levels from 70% to 40% of that received by men. Unemployment among women also increased at a much higher rate than among men. This made many Russian women turn to private entrepreneurship. At this time the estimated total number of women engaged in various kinds of independent business is over three million, which accounts for about one-third of all self-employed population in Russia. However, due to significant barriers, the number of entrepreneurs has decreased dramatically over the last several years. Despite some opportunities in Russia, the country's Total Entrepreneurial Activity (TEA) is only 2.5%. Nevertheless, most analysts predict that entrepreneurship will continue to grow in Russia. Another barrier to entrepreneurs is the lack of qualified managers. Under communism, businessmen were told what to do, how to do it, and when to do it. As a result, many managers never developed basic strategy and management skills. This is changing in the younger generation though. As a result, young entrepreneurs could drive Russia's economy to a whole new level in the future.

3. Answer the questions.

1. The number of Russian small business and entrepreneurship grew quite rapidly in the early part of 1990s, didn't they?
2. What gaps did new entrepreneurship fill?
3. What slows down the development of entrepreneurial activity in the country?
4. What does a new entrepreneur have to get to register his business?
5. Who are small business people confronted?
6. Why did many women become micro entrepreneurs?
7. What is the total number of women engaged in various kinds of independent business?

8. Another barrier to entrepreneurs is the lack of qualified managers, isn't it?

4. Give Russian equivalents. Write down your own examples.

slow and hard process, slow down, official permissions, to deny licenses, raise the costs, control inputs, own business, self – employed population, management skills, drive economy to a new level.

5. Give English equivalents. Write down your own examples.

переход к рыночной экономике, росли довольно быстро, заполнили большие пробелы, сталкиваетесь со многими препятствиями, процесс регистрации бизнеса, замедлить развитие, отказывать в разрешениях, необязательные сборы, в обмен на денежную компенсацию, снижение средней заработной платы женщин, молодое поколение.

6. Match the synonyms.

lack, decrease, drive, prevent, discretionary, power, confront, charge, face;

Meet, expense, shortage, drop off, stimulate, block, facultative, capacity, oppose;

7. Read the statements. Find out whether they are true or false. Correct the false ones.

1. After the end of communism and the collapse of the Soviet Union in 1991, Russia began the fast process of moving toward the market economy.

2. Due to a series of economic reforms the number of Russian small business and entrepreneurship grew quite rapidly in the early part of 1990s

3. New entrepreneurship filled large gaps in the former Soviet economy, particularly in production

4. Russian entrepreneurs face no barriers

5. A new entrepreneur has to get only an official permission
6. Throughout the normal operation of a business a person is faced with corrupt bureaucracy
7. The criminal costs substantially decrease the costs of doing business.
8. According to the Russian SME resource center's statistical report small and medium sized enterprises with up to 250 employees constituted 30% of the total number of enterprises
9. Despite some opportunities in Russia, the country's Total Entrepreneurial Activity (TEA) is only 2.5%.
10. Most analysts predict that entrepreneurship will stop growing in Russia.

8. Complete the sentences with a proper word.

Lack, engaged, faced, filled, rapidly, face, comparable, required, constituted, discrimination

1. From the years of transition the number of Russian small business and entrepreneurship grew quite ... in the early part of 1990s.
2. New entrepreneurship ... large gaps in the former Soviet economy.
3. Russian entrepreneurs ... many barriers, which slow down the development of entrepreneurial activity in the country.
4. During the process and throughout the normal operation of a business a person is ... with corrupt bureaucracy
5. Corporate and individual income-tax rates in Russia are ... to those in other countries in transition.

6. Gangs of racketeers known as mafias control some key inputs ... for business operation.

7. According to the Russian SME resource center's statistical report small and medium sized enterprises ... 94% of the total number of enterprises

8. Due to an increase in economic ... against women after the start of economic reforms in Russia, many women became micro entrepreneurs.

9. At this time the estimated total number of women ... in various kinds of independent business is over three million

10. Another barrier to entrepreneurs is the ... of qualified managers

9. Translate the text into English.

После распада Советского Союза в 1991 году в России начался процесс перехода к рыночной экономике. Количество российских малых предприятий и предпринимательская активность росли довольно быстрыми темпами. Однако российские предприниматели сталкиваются со многими барьерами, которые замедляют развитие предпринимательской деятельности в стране. Некоторыми примерами таких барьеров являются процесс регистрации бизнеса. Предприниматель должен получить множество различных официальных разрешений. Еще одна проблема - налогообложение. Дополнительные дискреционные региональные и местные сборы значительно затрудняют ведение бизнеса. Несмотря на все трудности, многие люди владеют малым бизнесом. В настоящее время, по оценкам, общее число женщин, занятых в различных видах независимого бизнеса, составляет более трех миллионов, что составляет около трети от общей численности самозанятого населения России. Большинство аналитиков прогнозируют, что предпринимательство в России продолжит расти.

10. Name the main problems Russian entrepreneurs face.

Lesson 3

1. New words to memorize

R&D (research and development) исследования и разработки

life- style firm компании, связанные с образом жизни человека

foundation company компания -учредитель

high-potential ventures предприятия с высоким потенциалом

annual revenue годовой доход

lay the foundation закладывать фундамент

employ нанимать, трудоустроить

public limited company компания с ограниченной ответственностью

2. Read the text and name the main start-up categories in Russia.

So, the decision to create a new company has been made. What types of companies there exist? While there are many classification systems, one that is the most useful divides start-ups into three categories: life-style firms, foundation companies, and high-potential ventures.

A lifestyle (“home”) firm is a private enterprise. Lifestyle firms include ski instructors, golf pros, and tour guides. It usually achieves only modest growth due to the nature of the business, the objectives of the entrepreneur, and the limited money devoted to R&D. This type of firm may grow after several years to 30 or 40 employees and have annual revenues of about \$2 million. A life-style firm exists primarily to support the owners and usually has little opportunity for significant growth and expansion.

The second type of start-up – the foundation company (innovation enterprise) – is created from R&D and lays the foundation for a new industry. This firm can grow in 5 to 10 years from 40 to 400 employees and from \$10 million to \$20 million in annual revenues. Since this type of start-up goes public, it usually draws the interest of private investors only.

The third type of start-up – the high-potential venture – is the one that receives the greatest investment interest and publicity (investors are striving to invest money in it). While the company may start out like a foundation company, its growth is far more rapid. After 5 to 10 years the company could employ around 500 employees with \$20 million to \$30 million in annual revenues.

The company usually shortly becomes a public limited company. The creation of a new venture must be desirable and possible for an individual to change from a present life- style to a radically new one.

3. Give Russian equivalents.

to create a new company, a private enterprise, the objectives of the entrepreneur, to support the owners, significant growth and expansion, lays the foundation, investment interest

4. Give English equivalents.

типы компаний, множество систем классификации, предприятия с высоким потенциалом, частное предприятие, достигает лишь скромного роста, получает наибольший инвестиционный интерес

5. Match the statements with the definitions.

1. businesses which provide their owner or owners the opportunity to pursue a particular lifestyle and earn a living while doing so
 2. designed for the purpose of achieving high growth and rapid profit increases.
 3. an organization that is created and supported with money that people give in order to do something that helps society
 4. money that is collected for public use by a government through taxes
 5. any firm which offers shares to members of the general public and in turn owns a limited amount of its own shares
- A. public limited company B. revenue C. high-potential venture
D. life-style firm E. foundation company

6. Complete the sentences with a proper word combination.

Desirable, grow, include, achieves, lays, receives

1. Lifestyle firms ... ski instructors, golf pros, and tour guides.
2. It usually ... only modest growth due to the nature of the business
3. The foundation company (innovation enterprise) – is created from R&D and ... the foundation for a new industry.
4. This firm can... in 5 to 10 years from 40 to 400 employees
5. The high-potential venture ... the greatest investment interest and publicity (investors are striving to invest money in it).
6. The creation of a new venture must be ...and possible for an individual to change from a present life- style to a radically new one.

7. Answer the questions.

1. What types of companies there exist?
2. What is a life-style (“home”) firm?

3. Who can lifestyle firms include?
4. Does lifestyle firm achieve high growth?
5. What is the foundation company (innovation enterprise) created from?
6. How can foundation company grow in 5 to 10 years?
7. What type of companies receives the greatest investment interest and publicity?
8. Why must the creation of a new venture be desirable and possible for an individual?

8. You are going to start up your own company. What type would you like to choose? Give a sketch of your project. Use the following plan.

- 1. The idea of the project and its justification (theory, problem, relevance).**
- 2. The purpose of the project.**
- 3. Project objectives.**
- 4. Means of implementation.**
- 5. Implementation steps.**
- 6. Possible problems.**
- 7. Predicted result**

Lesson 4

1. New words to memorize

to support a new venture	поддержать новое предприятие
suppress	подавлять
gain	прибыль
background	зд. предпосылки
to overcome all the difficulties	преодолеть все трудности
a market demand	рыночный спрос

2. Read the text to find out what knowledge, skills and resources should a future entrepreneur possess.

To support a new venture the government contributes by providing the infrastructure. When we speak about infrastructure, we mean roads, communication and transportation systems, utilities, and so on. Countries that have high tax rate, particularly for individuals, can suppress company creation because a significant monetary gain cannot be achieved, but the financial psychic, and social risks are still present. The entrepreneur should also have the necessary background as education and previous business experience give a potential entrepreneur the skills that are necessary to overcome all the difficulties in creating and managing a new enterprise. Marketing experience also plays a critical role in creating a new company. The only presence of an idea to create a new product or service is not enough. For successful product launching to the market, there should also be a certain practical knowledge of marketing necessary to choose the best total combination of product, price, distribution, and promotion. A company is more successful if there is a market demand rather than a demonstration of technological capabilities of the producer. Financial resources are necessary for a new company creation. While most of the start-up money for a new

company comes from personal savings, credit, friends, and relatives, there is often a need for additional start – up capital. Each new venture has a common trait – the need for risk capital. Risk-capital investment plays an essential role in the development and growth of entrepreneurial activity. When start-up capital is readily available, more new companies are created. Finally, a role model (a live example of entrepreneurial success) can be one of the most powerful influences in making company creation. To see someone else succeed makes it easier to picture yourself be engaged in a similar activity. A frequent comment of entrepreneurs when asked about their motivations for starting their new venture is:” If that person could do it, so can I!”

3. Answer the questions

1. How does the government contribute to support a new venture?
2. When cannot a significant monetary gain be achieved?
3. What necessary back ground should the entrepreneur also have?
4. Why does marketing experience also play a critical role?
5. There is often a need for additional start – up capital, isn` t there?
- 6.What can be one of the most powerful influences?

4. Complete the sentences with a proper word combination

Available, suppress, background, infrastructure, difficulties, experience

1. When we speak about ... we mean roads, communication and transportation systems
- 2.High tax rate can... company creation
- 3.The entrepreneur should also have the necessary ... such as education and previous business experience

4.To overcome all the ... in creating and managing a new enterprise, a potential entrepreneur should have some skills

5. Marketing... plays a critical role in creating a new company

6. When start-up capital is ... more new companies can be created

5. Study the dialogue to find out the ways to get capital. What are they? Learn and reproduce the dialogue

A: Thanks for meeting me. I know you're busy, but I would appreciate some financial advice.

B: Of course. I'm always happy to help. What's the issue?

A: Well, I want to start my own company, but I don't have much capital. What are my options?

B: One option is to take out a loan. You want to make sure you get a good interest rate and that the financial institution is stable and trustworthy.

A: I've looked at different lenders and have found some good ones. But part of me doesn't want to rely on borrowing.

B: You may be able to get a venture capitalist to invest in your business.

A: That's a good idea. Since you work in finance, would you happen to know of anyone I can talk to about this?

B: I think I can get you at least a couple of contacts.

A: That's fantastic! Thank you.

6. Match the statements with the definitions

1. money, property, etc., that is used for investment or for starting a business.

2. money that someone or a company/corporation borrows from a financial institution or an individual for a period of time with a promise that it will be paid back; often the person must pay interest.

3. the percentage of the amount of money borrowed that the borrower must pay to the lending institution in addition to the amount of the loan.

4. company such as a bank or investment company that provides financial services like loans, investments, etc.

5. financial institutions or individuals who lend money that is then paid back with interest.

6. taking money from a bank or other financial institution with the intention of paying it back over a specified period of time, usually with interest.

7. a person or financial organization that invests in new businesses or the expansion of small companies, becoming a partial owner of the business and with the goal of making a large profit.

A. venture capitalist; B. borrowing; C. capital; D. loan; E. interest rate; F. lenders; G financial institution

7. Discuss the following statements, use appropriate phrases to agree or disagree

1. A market demand is more important than technological capabilities of the producer

2. The only way to get the start-up money for a new company is personal savings, credit, friends, and relatives

3. Small business people are always confronted racketeers who offer protection of the business

4. The government always supports potential entrepreneurs

UNIT 3. The importance of the budget in a modern state

Lesson 1

1. New words to memorize.

approval of the legislature

infrastructure investment

инвестиции в инфраструктуру

research expenditure

расходы на исследования

retirement benefits

пенсионные выплаты

to tackle climate change

бороться с изменением климата

2. Read the text to find out why government budget is very important.

A government budget is a projection of the government's revenues and expenditures for a particular period of time often referred to as a financial or fiscal year. It may or may not correspond with the calendar year. Government revenues mostly include taxes while expenditures consist of government spendings. A government budget is prepared by the government or other political entity. In most parliamentary systems, the budget is presented to the legislature and often requires approval of the legislature. The government implements economic policy and realizes its program priorities through the budget.

Once the budget is approved, the distribution of its funds depends on respective government ministries and other institutions. The two basic elements of any budget are the revenues and expenses. In the case of the government, revenues are derived primarily from taxes. Government expenses include spending on current goods and services, which economists call government consumption; government investment expenditures such as infrastructure investment or research expenditure; and transfer payments like unemployment or retirement benefits.

Government revenue

Government revenue is the income of the government earned by redistribution of the social products. It is the financial resource necessary for the functionality of the government. The contents of government revenue have undergone multiple changes. Today, it mostly consists of the following:

3. Match the phrases.

1.revenues and expenditures	а.пенсионные пособия
2.Fees and charges	б.предоставлять товары для отдыха
3. sell public assets	с.жилая застройка
4. to provide recreational goods	д.Сборы и поручения
5. to tackle climate change	е.обеспечить экономический рост
6. retirement benefits	ф.продавать государственные активы
7. residential development	г.бороться с изменением климата
8. to ensure economic growth	h.доходы и расходы

4. Match the synonyms.

Expenditures, approve, derive, undergo, provide, violate, generate, tackle;

Disapprove, collect experience, give, offend, develop, engage in, spendings;

5. Match the words to make up phrases. Write down your own examples with them.

To implement, to transfer, to earn, to undergo, to require, to provide, to borrow, to ensure, to improve, to meet;

the quality, by redistribution, policy, payments, changes, approval, services, money, safety, the needs

6. Complete the sentences with the proper word.

Include, approved, provided, borrow, a projection, implements, derived, to fund, sell, allocated

1. A government budget is ... of the government's revenues and expenditures for a particular period of time
2. Government revenues mostly... taxes
3. The government... economic policy and realizes its program priorities through the budget.
4. Once the budget is..., the use of funds from individual chapters is in the hands of government ministries and other institutions.
5. In the case of the government, revenues are ... primarily from taxes.
6. Fees for additional services are... by the government
7. Government may ... money by issuing bonds and other securities, increasing its debt.
8. Grants are given to the government by international organizations ... specific projects.
9. Government may ... public assets such as land, buildings or equipment
10. Funds are ... into different industries of the economy

7. Match the statements with the definitions.

1. an amount of money available for spending that is based on a plan for how it will be spent
- 2 the total number of people who do not have jobs in a particular place or area
3. work done by an organization or person that does not involve producing goods
4. money that is made by or paid to a business or an organization
5. an amount of money that is spent on something
6. a group of people with the power to make or change laws
7. an amount of money that a government requires people to pay according to their income

8. an amount of money that a company or the government pays to a person who is old or sick and no longer works

A. revenue, B. legislature, C. unemployment, D. tax, E. Service, F. expenditure, G. pension H. budget

8. Read the statements. Find out whether they are true or false. Correct the false ones.

1. Government revenues mostly include taxes
2. A government budget is prepared by any business entity
3. The budget requires approval of the legislature
4. The only basic element of any budget is expenses.
5. Current goods and services are called government consumption
6. Government may borrow money by issuing bonds
7. Grants are given to the government by local organizations
8. Government can't sell public assets
9. Funding of general public services is provided only for the individuals.
10. Governments may spend money on environmental protection

9. Answer the questions.

1. What is a government budget?
2. Does fiscal year always correspond with the calendar year?
3. What do government revenues mostly include?
4. Who is a government budget prepared by?
5. Who is the budget presented to in most parliamentary systems?
6. What are two basic elements of any budget?
7. What do government expenses include?
8. What is government revenue?
9. What are tax revenues?
10. How may government borrow money?

11. What may government sell to generate additional income?

12. Can you give any examples of government expenditures?

10. Discuss the following statements, use appropriate phrases to agree or disagree.

Lesson 2

1. New words to memorize

Future desired action	желаемое действие в будущем
Capital addition	прирост капитала
Think ahead	думать наперед
Anticipated conditions	ожидаемые условия
achieve the targets	достичь целей
practice of rewarding employees	практика награждения работников

2. Read the text to find out what budgeting is and what its main objectives are.

Objectives of Budgeting

The main objectives of budgeting are:

1. Planning
2. Coordination
3. Measurement of Success
4. Motivation
5. Communication
6. Control

Planning. Planning is defined as the design of a future desired action for an entity and is based on the belief that it can be attained by management activity. Detailed plans of production, sales, raw-material requirements, labour needs, capital additions, etc. are drawn out. Many problems can be estimated long before they arise and solution can be thought of through careful study by planning. In

short, budgeting forces the management to think ahead, to foresee and prepare for the anticipated conditions. Planning is a constant process and it requires constant revision in changing conditions.

Coordination. Budgeting plays a significant role in establishing and maintaining coordination. Budgeting assists managers in coordinating their efforts so that problems of the business are solved in harmony with the objectives of its divisions. Coordination is required at all vertical as well as horizontal levels. Efficient planning and management contribute a lot to achieving the targets.

Measurement of Success. Budgets present useful means of informing managers how well they perform to meet targets they set. In many companies, there is a practice of rewarding employees on the basis of their accomplished low budget targets or promotion of a manager can be linked to his budget success record. Success is determined by comparing the past performance with the previous one.

Motivation. Budget is always considered to be a useful tool for encouraging managers to match actions with the objectives. If individuals participate in the preparation of budgets, it acts as a strong motivating force to achieve the goals.

Communication. A budget serves as a means of communicating information within the organization. The standard budget copies are distributed to all managers. It provides not only sufficient understanding and knowledge of the programs and guidelines to be followed but also gives knowledge about the restrictions to be adhered to.

Control. Control is essential to make sure the plans and objectives of the budget are being achieved. Control applied to budgeting is an effort to keep the management informed of whether planned performance is being achieved or not.

3. Give Russian equivalents. Write down your own examples with them.

a desired future position, position can be attained, can be estimated, in establishing and maintaining coordination, to foresee and prepare, to think ahead, coordinating efforts, participate in the preparation

4. Match the statements to their definitions.

1. the act or process of giving someone a reason for doing something

2. the process of organizing people or groups so that they work together properly and well

3. the act or process of using words, sounds, signs, or behaviors to express or exchange information or to express your ideas, thoughts, feelings, etc., to someone else

4. the act or process of measuring something

5. the act or process of making a plan to achieve or do something

6. the power to make decisions about how something is managed or done

A. Control, B. Communication, C. Motivation, D. Coordination, E. Measurement of Success, F. Planning

5. Complete the sentences with a proper word.

Sure, distributed, encouraging, participate, determined, estimated, required, draw out

1. The manager has to... detailed plans of production

2. Coordination is ... at all vertical as well as horizontal levels

- 3.Many problems can be ... long before they arise
- 4.Success is ... by comparing the past performance with the previous one.
- 5.If individuals ... in the preparation of budgets, it acts as a strong motivating force
- 6.Budget is always considered to be a useful tool for ... managers to achieve the goals
7. The standard budget copies are ...to all managers
8. Control is essential to make ...the plans and objectives of the budget are achieved

6. Answer the questions.

1. What is planning?
2. What role does budgeting play in establishing and maintaining coordination?
3. How does budgeting assist to measure success?
4. Budget is always considered to be a useful tool for encouraging managers, isn't it?
5. Can you give any examples of the measurement of success
6. How does budgeting serve as means of communicating?
- 7.Why is control essential?

7. Translate into English.

Бюджет — это процесс составления, исполнения, контроля и анализа исполнения бюджетов организаций. Бюджет — это план доходов

и расходов в денежном или натуральном выражении, который составляют на нужный период. Горизонт планирования бюджета зависит от долгосрочности целей компании. Чаще всего бюджет составляют на один год, с разбивкой по кварталам и месяцам. Бюджет можно составлять как для всей организации, так и для её отдельных подразделений, функций или продуктов. Например, может быть бюджет доходов и расходов, бюджет производства, бюджет продаж. Состав и структура бюджетов зависят от специфики бизнеса, поэтому индивидуальны для каждого случая.

8. Speak about main objectives of budgeting in brief.

9. Get ready to discuss what is in common between state and family budgeting.

Lesson 3

1. New words to memorize

Guidelines	рекомендации
Review current trends	проанализировать текущие тенденции
Frame future policies	сформулировать будущую политику
clarify the goals	уточнить цели
a clear linkage	четкая увязка
cost consciousness	учет затрат
receive greater favor	получить большую пользу
reveal the deviations	выявить отклонения

2. Read the text. Title each passage

These are some important advantages of budgeting.

1. Budgeting provides a tool through which managerial policies and goals are periodically evaluated, tested and established as guidelines for the entire organization. It helps to review current trends and frame future policies.

Budgeting gives planning a reality and sense. It enables the enterprise to clarify the goals and policy in operational and realistic terms.

2. The goal of budgeting is to minimize wastages of all kinds and make proper and fuller utilization of the assets and resources of the business to achieve efficiency and profitability. Budgetary control directs enterprise activity towards maximization of efficiency, productivity and profitability. Budgetary control establishes a clear linkage and balance between the inputs such as assets, resources and time and the output in the form of production, performance and profit.

3. Budgets are studied by outside fund providers such as banking and financial institutions, realizing that management encourages cost consciousness and maximum utilization of available resources. If management develops budget plans and operates accordingly it receives greater favor from credit agencies. Budget aids the management in obtaining funds from financial institution because it will provide the latter an insight into the problems of operation, the plans of the firm and an understanding of its financial requirements.

4. It reveals the deviations to management after comparing the budgeted figures with actual ones. For this purpose, a comprehensive budgeting program provides comparison of actual performance against predetermined plans and objectives.

5. The budget system provides an integrated picture of the firm's operations as a whole. It enables the manager of each division to see the relation of his part of the enterprise to the totality of the firm.

6. Careful forecast of cash flow provides the avoidance of many problems. Probable obstacles can be eliminated by appropriate adjustments in operating policies.

7. Budgeting helps to eliminate all sorts of wastage in different departments if thorough control of production costs, inventory and general administrative expenses is exercised.

3. Translate into Russian.

provides a tool, are periodically evaluated, tested and established, to review current trends and frame future policies, to clarify the goals, to minimize wastages, establishes a clear linkage, encourages cost consciousness

4. Translate into English.

предоставляет инструмент; периодически оцениваются, тестируются и устанавливаются в качестве руководящих принципов; сформулировать будущую политику; свести к минимуму потери; для достижения эффективности и прибыльности; активы, ресурсы и время; осознание затрат; избежание многих проблем; соответствующие корректировки;

5. Match the words to make up phrases. Write down your own examples with them.

1. provide	a. wastage
2. review	b. deviations
3. frame	c. policies
4. reveal	d. a tool
5. eliminate	e. trends
6. develop	f. activity
7. direct	g. funds
8. obtain	h. plans

6. Read the statements. Find out whether they are true or false. Correct the false ones.

1. Budgeting provides a tool to evaluate managerial policies and goals
2. Budgeting complicates reviewing current trends
3. The goal of budgeting is to maximize wastages of all kinds
4. Budgeting enables the enterprise to clarify the goals
5. It's difficult for management to receive greater favor from credit agencies if it develops budget plans and operates accordingly
6. The budget system enables the manager to see the relation of his division to the firm on the whole
7. Budgetary control eliminates balance between the input and the output
8. Budgets are studied by outside fund providers

7. You are going to be interviewed about main advantages of budgeting in your organization. Answer the following questions

1. What tools does budgeting provide?
2. What does budgeting help to do?
3. What does budgeting enable the enterprise to do?
4. What is the goal of budgeting?
5. Who are budgets studied by?
6. How does budgeting reveal the deviations to management?
7. How can probable obstacles be eliminated?
8. How does budgeting help to eliminate all sorts of wastage?

8. Get ready to discuss the main advantages of budgeting.

Lesson 4

1. New words to memorize

time-consuming process	трудоемкий процесс
approval and support	одобрение и поддержка
detrimental	вредный
to revise	пересмотреть

2. Read the text to find out what should be done to reduce disadvantages of the budget.

Although the budget is of great importance in the economy it has some limitations and disadvantages:

Disadvantages

1. Budgeted numbers often need revision as future prediction is difficult.
2. It is time-consuming and costly process, needs people and resources.
3. This process sometimes requires coordination between various departments and is a difficult task.
4. This process requires approval and support from top senior management.
5. Always comparing the actuals with a budget is detrimental to employees' motivation.

Limitations

1. The future is unpredictable, so a budget always does not guarantee a smooth future for an organization.
2. Mostly usage of past recorded numbers
3. Ignores demographics and many other economic factors

4. Government policies and tax reforms are not always predictable

5. Natural events like rain, monsoon, drought and other uncontrollable factors affect an organization's actual performance, which cannot be considered for the budget.

Important Points to Note

- Any foreseeable revenue or expenses not included previously should be included in the budget.
- The control functions should not be extreme to put personnel under pressure. If it is, there is need to change situation.
- The standards should be revised periodically.
- Any change must be informed to all the stakeholders immediately or in advance.
- The change in production, sales, or any function within the organization will impact the control functions.

3. Answer the questions.

1. Why do budgeted numbers often need revision?
2. It is time-consuming, isn't it? Why?
3. Does budget always guarantee a smooth future for an organization? Why?
4. What can affect an organization's actual performance?
5. Should personnel be controlled under pressure?
6. What should be revised periodically?
7. Any change must be informed to all the stakeholders, mustn't it?
8. What will impact the control functions

4. Translate into Russian. Think of your own examples.

needs people and resources, requires coordination, requires approval and support, detrimental to employees' motivation, guarantee a smooth future, ignores demographics, affect an organization's actual performance, inform all the stakeholders;

5. Match the words to make up phrases. Write down your own examples.

1. require	a.
2. guarantee	demographics
3. inform	b. resources
4. ignore	c. future
5. affect	d.
6. impact	performance
7. need	e.
8. revise	coordination
	f.
	stakeholders
	g. standards
	h. functions

6. Complete the sentences with a proper word.

Production, standards, expenses, approval, coordination, revision

1. Budgeted numbers often need as future prediction is difficult
2. This process sometimes requires coordination between various departments
3. This process requires approval and support from top senior management
4. Any foreseeable revenue or ... should be included in the budget
5. The... should be revised periodically
6. The change in ... within the organization impacts the control functions

7. Read the statements. Find out whether they are true or false. Correct the false ones.

1. Budgeted numbers don't need any revision
2. Budget sometimes requires coordination between various departments
3. Comparing the actuals with a budget is useful to employees' motivation.
4. Budget always guarantees a smooth future for an organization.
5. Natural events affect an organization's actual performance
6. The control functions should put personnel under pressure

8. Get ready to discuss main disadvantages of budgeting.

9. Discuss the following statements, use appropriate phrases to agree or disagree. Prove your ideas.

1. Personal budgets are extremely useful in managing an individual's or family's finances over both the short and long-term horizon.
2. Do you want to save money? Set financial goals.

3. The importance of budgeting cannot be understated

4. Almost everyone can benefit from budgeting

10. Give a sketch of your budget project. Use the following plan.

1. The idea of the project and its justification (theory, problem, relevance).

2. The purpose of the project.

3. Project objectives.

4. Means of implementation.

5. Implementation steps.

6. Possible problems.

7. Predicted result

UNIT 4. Primary Financial Statements in Divisions of Logistics of MIA

Lesson 1

1. New words to memorize.

Invoice	счет
Order	(зд.) поручение
Cash receipt	кассовый товарный чек
A seal	печать
A unit	(зд.) единица
A measurement	измерение
Signatures of officials	подписи руководителей

2. Read and translate the text.

Primary financial statements

Every company, every institution, organization, subject of business use primary financial statements. These statements are basic for any financial activity.

They contain:

- Name of statement;
- Date of filling;
- Units of measurement;
- Units of monetary; QR- code
- Signatures of officials.

Primary financial statements are performed in paper version and in electronic version. The seal is not compulsory. There are no unified forms for primary statements. The versions may vary. Every company chooses its own form. All these statements ensure the payments. Usually, the statements are prepared by vendor. All the rules are regulated by part 2, Article 9 402 – FL.

The customer may use cash, card, and bank transfer for payment. The latest one needs payment order.

Information about the statements may be checked in tax service.

3. Answer the questions.

Who uses primary financial statements?

What do they contain?

How may the statements be performed?

May the versions vary?

What do these statements ensure?

Who prepares the statements?

How may a customer pay?

What does bank transfer need?

How do you usually pay?

Where may you check information about the statement?

4. What statement is used:

- By payment for mobile service?
- By payment in Metro (cash and carry)?
- By payment in bank with transfer?

5. Find English equivalents

Производить оплату; оплачивать наличными; оплачивать картой; банковский перевод; единые формы и правила; свои собственные; печать и подпись; все правила регулируются Федеральным законом; статья 9, часть 2.

6. Complete your own form of:

- payment invoice;
- payment order;
- cash receipt.

7. Explain the differences between:

- payment invoice and payment order;
- payment order and cash receipt;
- payment invoice and cash receipt.

8. Ask questions about primary financial statements

9. Discuss primary financial statements.

10. Retell the text (Ex. 2).

Lesson 2

1. New words to memorize.

Commodity invoice	товарная накладная
Transport invoice	транспортная накладная
Commodity – transport invoice	товарно- транспортная накладная
Transportation of goods	перевозка товаров
To accompany cargo	сопровождать груз
A copy	копия
Customs costs	таможенные расходы

Toll road costs	оплата проезда по платному участку
Bank details	банковские реквизиты
A consignor	грузоотправитель
A shipment	отгрузка
A receipt	получение
A route	маршрут

2. Read and translate the text.

Commodity, transport, commodity- transport invoices

Commodity invoices, transport invoices, commodity- transport invoice are used in the work of transport company with producers by transportation of goods. These statements are completed with the transport contract to accompany cargo and to pay for transportation. Commodity invoice may be introduced in some copies (if it is necessary). It depends on the form of the invoice. The fact of shipment of goods for customer is announced in the commodity invoice. Information about transportation is absent. Transport invoice ensures the contract for transportation. Automobile transport is used mostly by transport companies. Transport costs, custom costs, toll road costs are announced in the transport invoice. Bank details, date of filling, signatures of consignor and transporter are in the transport invoice. Commodity – transport invoice ensures the process from the shipment of goods to the receipt of goods by the customer by the transportation. The form of the commodity – transport invoice is called 1-T form. It consists of three parts:

- Information about the parts; number of the invoice; data of the filling;
- Information about the cargo;
- Transport information (type of lorry, the cargo, information about the driver; the route).

All the invoices are regulated with Federal Law №259 – FL. The forms of the invoices are established with the act of Government №2200 (21.12.2020).

3. Answer the questions.

What are three types of accompanied statements?

What kind of statement is commodity invoice?

Is there information about transportation in commodity invoice?

What does transport invoice ensure?

Are the planes used for transportation?

What information is presented in transport invoice?

How is commodity – transport invoice called?

What do you know about its structure?

What legal acts regulate invoices?

Who establishes the act about the forms of the invoices?

4. Find English equivalents.

Сопровождать груз; доставка товаров; оплата перевозки товаров; несколько экземпляров; в зависимости от формы накладной; перевозить автотранспортом; договор перевозки; банковские реквизиты; грузоотправитель и грузополучатель; дата заполнения накладной.

5. Translate the chain

Transport – перевозить – перевозки – перевезенный

Regulate–устав – регулировать

Establish – учредитель – учрежденный

Ship – погрузка – погруженный

6. Make up five sentences of your own using the words (ex. above)

7. Fill in

Commodity invoice insures....

..... may be introduced in some copies.

The fact of is announced in commodity invoice.

Transportation is presented with

..... consists of ... parts.

8. Identify the items

To accompany cargo

Bank details

Shipment of goods

The seal of the company

Customs costs

9. Ask your partner about the types of invoices.

10. Give one – minute talk about three types of invoices.

Lesson 3

1. New words to memorize.

Tax authorities	налоговые органы
To take the steps	предпринять меры
Universal Transfer Document	универсальный передаточный документ
To reflect	отражать
The features	(зд.) черты

Business address	юридический адрес
The warehouse	склад
MIR- model of intersectional relations	MMB

2. Read and translate the text.

Universal Transfer Document (UTD)

The tax authorities also realize and accept the needs of the company and have taken steps to make business process simpler. The result of this was the creation of the universal transfer document.

Universal transfer document (UTD) ensures trade relations. UTD combines the features of the acceptance certificate and the invoice. It reflects the trade transactions e.g. «The goods have been transferred», «Works is completed», «The service has been rendered» etc. For the shipment of the goods, the form «goods are transferred» is used. UTD contains the features of commodity invoices, transport invoices.

As a primary statement UTD contains such elements:

- A title;
- A date of filling;
- Name of organization;
- Transaction information;
- Business address of the consignor;
- The address of the warehouse where the cargo is located;
- Responsible officers; their signatures.

Universal form of UTD is replaced in application to instruction of FTC № MIR-20-3/96 (21.10.2013). Electronic version is №MIR- 7-15/820(19.12.2018).

The contactor completes UTD and the customs confirms receipt of goods or services. UTD reduces document flow and saves time.

3. Answer the questions:

What organization has taken the steps to make business process simpler?

What was the result of this attempt?

What does UTD ensure?

What does UTD combine?

Which forms of transactions does UTD reflect?

Which form is used for the shipment?

There are elements of primary statements in UTD, aren't there?

Is universal form of UTD replaced in instruction of FTC?

Who completes and confirms UTD?

What are the advantages of UTD?

4. Make up word combinations. Translate them.

House (ware; green; keeper; wife);

Place (hiding; market; fire);

Ship (citizen; clerk; master; member).

Write down five sentences to use new word combinations.

5. Identify the items

- a bank transfer;

- a contactor;

- a signature of the official;

- a feature of statement;

- a filling of the invoice.

Ask questions using the identified items.

6. What item is identified?

There are some types of vehicles used by the promotion of goods.

There is an employer who manages the organization.

There is a process of exchange of money for goods and services.

There is a place where goods are stored.

There is financial statement to ensure trade relations.

7. True or false? Correct false statements.

Some managers are responsible to sign financial statements.

Automobile transport is widely used in transportation of goods.

Universal Transfer Document has some certain features.

Every invoice contains the data of filling.

Goods are stored in the warehouse.

8. Match the synonyms:

A transfer; a feature; a filling; an invoice; certain; universal; to be stored; to contain; a promotion; a contract.

9. Discuss the types of transfer statements with your groupmates.

10. Explain your opinion about importance of UTD.

Lesson 4

1. New words to memorize.

Certificate of completed works	акт приема выполненных работ
A bargain	сделка
A contractor	(зд.) подрядчик
In tax and accounting	в налоговом и бухгалтерском учете
To inspect the results	проверить результаты
A real estate object	объект недвижимости
Renting out of real estate	аренда объекта недвижимости
Performance – acceptance of work results act	акт приема – передачи работ

2. Read and translate the text.

Certificate of completed works (in Russian KC-2) is a primary statement ensuring performance of works from contractor to customer. This statement ensures a bargain between the customer and the contractor. The Certificate is the basis for reflection in tax in accounting. The contractor performs work; the customer inspects the result of the work and signs the Certificate of completed works. It does not ensure the payment for work (in Russian – KC-3). The Certificate of completed works must be completed by:

- Construction of a real estate object;
- Construction of enterprise;
- Renting out of real estate;
- Works under the Construction Contract.

In other cases, the Certificate is not compulsory. There is no universal form for the Certificate. State Committee of Statistics recommends certain form for the Certificate (Instruction №100 (11.11.1999)). Certificate of completed must be reflected in accounting (Regulation of Ministry of Finance №02-07-05/25971(01.04.2020)). According to the Regulation the Certificate is completed by the contractor. The obligations of the parties are specified when signing the service agreement.

Performance – acceptance of work results act is signed by both parties. The date (month, year) is put down by the official.

The customer may accept the Certificate and complete the payment during 5 days. If there are the quality claims by the customer the act of the improvements will be completed.

3. Answer the questions

When is the Certificate of completed works completed?

What kind of statement is the Certificate of completed works?

How are the parties of this statement called?

What does this Certificate ensure?

Where is the Certificate reflected?

What is the task of contractor?

What is the task of customer?

How is the Certificate called in Russian?

What official Documents recommend the form of the Certificate?

What may customer do during 5 days?

Do the parties have mutual obligations?

Who signs the Certificate?

4. Find English equivalents

Подрядчик; КС-2; КС-3; взаимные обязательства; первичный документ; в течение пяти дней; составить и подписать акт выполненных работ; ознакомиться с качеством; иметь претензии; стороны при составлении акта.

5. Find Russian equivalents

Construction of a real estate object;
construction of enterprise;
renting out of real estate;
works under the Construction Contract;
during 5 days;
task of contractor;
regulation of Ministry of Finance;
when signing the service agreement;
in other cases;
universal form.

6. Identify the item

- the Ministry of Finance
- signing the service agreement
- a real estate object
- work results
- according to the Regulation
- the quality claims
- is not compulsory
- reflection in tax in accounting
- State Committee of Statistics
- the payment for work.

7. Ask your groupmates about:

- primary statements;
- the wide spread statements;
- universal forms of statements;
- structure of primary statements;
- typical invoices;
- features of invoices;
- mutual obligations of the parties;
- responsibilities of the officials.

8. Make up the table of primary statements. Use it to tell about these statements.

9. Discuss the similarities and the differences of primary statements.

10. Express your opinion about primary statements.

UNIT 5. MIA of Russia as a Customer by Trade

Lesson 1

1. New words to memorize

To identify	определять, идентифицировать
To be regulated	регулироваться
A century	век
Nutrition	продовольствие
A merchant	купец
Office of Control Affairs	канцелярия подрядных дел
Apriority	в первую очередь
For army and navy	для армии и флота
Gofmaster	сотрудник канцелярии подрядных дел
To save	экономить
Treasury Chamber	Казенная палата
Reference prices	«справочные цены»

2. Read and translate the text

Some Facts from History of State Procurement

State procurement may be identified as a system of relations between the customer the vendor (the contractor). As a part of economic activity state procurement is some centuries old. The first official act of state procurement activity was signed by tsar Alexei Michajlovich on the 7th of July 1655. Nutrition providing activity for Smolensk was ordered with that document. All the merchants got not only profits from that contract, but also personal benefits from the state.

Peter the Great established special service to regulate and coordinate state procurement – office of Contract Affairs. Public tenders were announced that time firstly in our country. The contracts for army and navy were a priority. There were special officers, Gofmasters, controlling the benefits from the state procurement. The task of their activity was to save state budget. Their salary was composed from saved money: half a kopeck from each saved ruble. By Catharine the Great was established Treasury Chamber to provide the trades. This state body controlled the contracts maximum for 10000 rubles. The contracts more than 10000 rubles were controlled by Catharine the Great personally.

In XIX century, tsar Alexander the 1st adopted «The Regulation about provision for army». That regulation contained reference prices for state procurement. It was used until 1917.

3. Answer the questions.

Is state procurement young as social item?

How are the participants of state procurement called?

When was the first official act of state procurement?

What was activity of Gofmaster?

Who established Treasury Chamber?

What document did Alexander the 1st accepted?

4. Find the odd word

Procurement, trade, contract, message

To regulate, to supply, to provide, to calculate

A hall, a palace, a Chamber, a house

Catharine the Great, Alexander the 1st, Peter the Great, Bonaparte

An agreement, a contract, a treaty, an appointment

5. Fill in and translate the sentences

State procurement in Russia is... ..old.

Tsarsigned he first official act about state procurement in ...

According that act provision was going to ...

Merchants got not only, but also...

Gofmasters were dealing with...

6. Agree or disagree with the statements. Correct the false ones.

State procurement is new item in social life.

The first official act about state procurement was signed by tsar
Alexei Michajlovich.

There are a lot of participants in state procurement.

The contract is compulsory in state procurement.

Gofmasters were dealing with state budget.

7. Find definitions to the items:

State procurement; nutrition; weapon; to provide army and navy; reference prices;
the participants of the trade; a priority; official act; to be signed; a merchant.

8. Match the synonyms. Use vocabulary.

The trades people	to support
A country	to control
An agreement	to deal
To accept	weapon
Food and drinks	a state
Guns and explosives	nutrition
a cost	a contract
To act	the merchants
To inspect	to adopt
To supply	a price

9. Speak about:

- the participants of state procurement;
- the first official fact of state procurement in our country;
- the activity of Gofmaster;
- state procurement for army and navy.

10. Retell the text about the history of state procurement.

Lesson 2

1. New words to memorize

Executive power	исполнительная власть
To belong to	принадлежать к ч-л.
State bodies	государственные органы
The structure of MIA	структура МВД
To supply	снабжать, поставлять
The needs	потребности, нужды
Self-governing	самоуправляемый
To carry out	осуществлять, приводить
State policy	государственная политика
Sphere of property relations	сфера имущественных отношений
The task	цель, задача
To enforce	применять, внедрять
Fire supervision	пожарный надзор
Vet supervision	ветеринарный надзор
Sanitary supervision	санитарный надзор
The measures	меры
Bidding processs	процесс проведения торгов

2. Read and translate the text

MIA as a State Customer in Bidding Process

Ministry of Internal Affairs belongs to executive brunch of power. This ministry is a part of system of state bodies. There is a certain Department in the structure of MIA aimed to supply its material, technical, and medical needs, Department of Logistic. The head of Department is Lieutenant General of the Internal Service Alexander Jurchin. Department is a self-governing subdivision in the structure of MIA of Russia. The staff of Department of Logistic carries out state policy in the field of property relations of MIA. Main tasks of this Department are:

- to enforce laws in the field of property relations in MIA of Russia;
- to organize public procurement for the needs of the organs of MIA of Russia;
- to carry out planning, constructing, and reconstructing of the objects of MIA of Russia;
- to carry out fire supervision, vet supervision, and sanitary supervision in the organs of MIA of Russia;

There are some main functions of Department of Logistic:

- to realize state policy in the field of procurement in the system of MIA of Russia;
- to propose the measures for effective activity of Department of Logistic;
- to organize monitoring of activity of the staff;
- to create the propositions for the Legislature about activity of Department of Logistic;
- to complete the base of laws and regulations for Department;
- to maintain law supervision in Divisions of Logistic of MIA;
- to control bidding process;
- to control the budget;
- to control tax relations in the organs of MIA;
- to control contracts;
- to train and recruit the staff;
- to coordinate relations with state bodies.

Department of Logistic is situated in Moscow in Petroverigskrij lane,6-8-10, Russia.

3. Answer the questions.

What branch of state power does MIA of Russia belong to?

What is the name of certain Department in the structure of MIA of Russia?

Who is the head of Department of Logistic of MIA of Russia?

What is his rank?

What are main tasks of Department of Logistic?

What are its main functions?

What is official address of Department?

4. Read the statements. Are they true or false? Correct the false ones.

MIA belongs to judicial brunch of power.

MIA has not a structure.

Department of Logistic is self- governing.

Department of Logistic completes the base of laws and regulations.

Department of Logistic controls the contracts in MIA.

5. Read the statements and compare activity of Russian and British police.

- The UK doesn't have national police. Instead, there are 52 separate police forces in the counties.

- Police forces in the counties are governed by local authorities.

- Logistic support in police forces of the UK is financed from local finance.

- The uniform of police forces in the UK differs from each other.

- Metropolitan police of London is governed by Home Office.

6. Find the synonyms for:

A state body; an aim; a head; self – governed; to carry out; supervision; sanitary; to act; a contract; to be located.

7. Complete and translate word combinations:

-Ministry (внутренних дел; обороны; иностранных дел);

-the needs (финансовые; материальные; медицинские);

-the field of (госзакупок; финансов; имущественных отношений);

-to control (планирование; строительство; ремонт);

-a base of (данных; законов и нормативных актов; отпечатков пальцев).

8. Find the opposites for:

Effective; legislative; object; constructing; dependent; to propose; the general; power; legal; certain.

9. Discuss the activity of Department of Logistic.

10. Give three - minutes talk on activity of Department of Logistic of MIA of Russia.

Lesson 3

1. New words to memorize

Import substitution	импортозамещение
High – tech	высокотехнологичный
Subject of small enterprise	малое предприятие
Forgery	мошенничество
Cartelization	картелизация
To prevent	предотвращать
To suppress	подавлять
To guarantee	гарантировать
Social security	социальное обеспечение
Competitive ability	конкурентоспособность
To maintain	поддерживать
The orders	заказы
The contract enforcement	выполнение контракта
As a whole	в целом

2. Read and translate the text

Activity of Department of Logistic of MIA in State Procurement

State procurement for state and municipal needs is a certain field of law-economic relations in the country. State procurement is very important for development of Russian economy, for ensuring of import substitution, for motivating of producing of high – tech equipment, goods and services, for support of subjects of small enterprises.

Efficiently organized system of state procurement is basic element of management of state finance. It guarantees the growth of effectiveness of social security of the citizens and competitive ability of Russian goods and services. The state budget is controlled during the trades. Department of Logistic of MIA of Russia maintains laws in bidding process. Any attempts at fraud, cartelization, corruption must be prevented and suppressed.

Main problems facing Department of Logistic in state procurement are:

- Placing orders;
- Acceptance of goods, services, and works;
- Contract enforcement as a whole.

Such problems are typical by the realization of contract system for different countries. Training of the specialists for logistic subdivisions is aimed to solve the problems.

3. Answer the questions.

What relations does state procurement reflect?

Why is state procurement important?

What kind of goods are called high – tech?

Name some subjects of small enterprises in Russia.

Is state procurement an element of management of state finance?

What attempts must be prevented and suppressed?

What problems facing Department of Logistic of MIA of Russia do you know?

Are these problems unique or typical?

4. Give English equivalents

Экономико–правовые отношения; особая сфера; обеспечение импортозамещения; мотивация развития производства; высоко технологическое оборудование; субъекты малого бизнеса; базовый элемент; управление государственными финансами; гарантировать эффективность социального обеспечения граждан; департамент управления тыла.

5. Give Russian equivalents.

To maintain law and order; small enterprises; motivating of producing; efficiently organized system; growth effectiveness; placing orders; acceptance goods and services; contract enforcement; must be prevented and suppressed.

6. Complete the sentences

State and municipal needs include ..., ..., ...

State procurement is very important for ..., ..., ...

High – tech equipment may be introduced with ..., ..., ...

... are maintained by police forces.

Any attempt of ... and... must be prevented and suppressed.

7. Find synonyms for:

Municipal; development; high – tech; to support; a subject; an enterprise; organized; basic; to guarantee; the citizens.

8. Find opposites for:

Import; efficient; social; unique; a cartel; basic; certain.

9. Discuss the tasks of Department of Logistic of MIA of Russia.

10. Give one – minute talk about the activity of Department of Logistic of MIA of Russia.

Lesson 4

1. New words to memorize.

An agreement	соглашение, договор
Mutual	взаимный, обоюдный
Obligations	обязательства
Introduction	преамбула, введение
Facultative	необязательный
Payment terms	сроки оплаты
Duration	срок действия
Draft contract	проект контракта
Unified Information System	ЕИС (единая информационная система)
Closed trades	закрытые торги

2. Read and translate the text.

Contract

Contract is a type of business agreement. Contract contains mutual obligations from each participant. Basic structure of any contract was formed for any type of contract. It consists of three main parts:

- Introduction;
- Subject;
- Rights and obligations of the parts.

Some facultative element may be added:

- Price and payment terms;
- Responsibilities of the parts;
- Duration of the contract;
- Information about the parts.

Usually, contracts are performed in two versions.

There is difference between contract and state contract. There are the needs. State contract must be completed in certain form. Notification and draft contract are published in unified information system (UIS) and in the trading platform. Organs of MIA of Russia take part in closed trades only. Typical forms of the contracts are placed MIA divisions in UIS library of basic contracts.

Bidding process is regulated with Federal Law 44-FL. Budget institutions and state corporations complete the contract only, not state contracts. Among all the contracts there are no any for transport activity.

3. Answer the questions.

What is a contract?

What does a contract contain?

What are compulsory parts of contract?

What are facultative parts of contract?

Is contract and state contract the same or different?

What is UIS?

What do you know about the types of trade for MIA of Russia?

4. Make up and translate word combinations.

Contract (торговый, государственный, многосторонний);

Obligations (взаимные, подписанные, односторонние)

Mutual (выгода, обязательства, противоречия)

Trades (электронные, открытые, закрытые)

Activity (законная, торговая, регулируемая).

5. Identify the items

Compulsory causes;

Mutual obligations;

Structural parts;

Electronic platform;

State contract.

6. Complete the dialogue

- ...?

- It is a type of business agreement.

- ...?

- It consists of three main parts.

- Do you know these parts?

- Yes, I do. They are ..., ...,...

- And?

- No, they are different,....

-?

-It is Federal Law 44-FL.

7. You have completed the dialogue. Could you recite it by heart?

8. Ask questions about the items of the contract.

9. Divide into two groups. The first one completes contract for subject of small business. The second one completes state contract.

10. Express your opinion about contract (ex.2).

UNIT 6. Russia in International Trade System

Lesson 1

1. New words to memorize.

A field of commodity	сфера применения товара
An exchange of labor products	обмен продуктами труда
Rather	довольно, достаточно
Division of labor	разделение труда
Monopolistic industries	монополистические отрасли
Predominant development	преобладающее развитие
In comparison	в сравнении
The share of manufacturing industry	доля обрабатывающей промышленности
Inter- trade service	межотраслевое обслуживание
Intra-company	внутрифирменный
An expansion	расширение
Competitive	конкурентно способный
An access	доступ
Ultimately	бесспорно, однозначно

2. Translate the text.

International Trade

International trade is a field of commodity, field of exchange of labor products between sellers and customers of different countries. The history of development of international trade is rather long. There are three main stages;

-Initial stage of international trade (from the XV century to the first half of XIX century). It may be identified separate existence of elements of international trade. Division of labor began to appear. The UK, France, Belgium, Spain started industrial growth.

- Industrial stage of international trade (from the second part of XIX century to the second half of XX century). Appearing of new brunches of production, industrializing, development of monopolistic industries, appearing international trade system are typical for that stage. The USA became leading position. Western European countries became strong after the World War II. Soviet Union (as a successor of the Royal Russia) became an active participant of International trade system.

- Modern stage of international trade (from the second half of XX century until nowadays). High rate of development of international trade is typical for this period. Main trends of modern international trade are:

- 1). the predominant development of trade in comparison with the branches of material production and the world economy as a whole;
- 2). growth of the share of manufacturing industry in the structure of international trade;
- 3). strengthening of the influence China in world trade;
- 4). Transformation of intra-company trade into the most important direction of inter – trade;
- 5). The expansion of inter – trade services.

International trade has key position in the global economy; prices are affected by global events (especially oil prices). International trade allows the countries to expand their markets and gain access to goods and services that might otherwise be unviable domestically. As a result of international trade, the market becomes more competitive. This ultimately leads to more competitive prices and provides competitive prices and cheaper products for the customer.

3. Answer the questions

What kind of field is International trade?

What are the participants in international trade?

Is history of international trade rather long?

How many stages are there?

How is initial stage identified?

What was typical for industrial stage?

What are the features of modern stage?

Do you know trends of modern stage?

Does international trade have key position in modern economy?

What does international trade allow the countries?

What are the results?

What is a profit for customer?

4. Give Russian equivalents:

Key position; initial stage; to allow the countries; rather long; field of commodity; competitive prices; the predominant development; more competitive; to gain access; as a whole.

5. Complete and translate word combinations:

Key (stone; position; detail);

Competitive (model; suit; service);

Field of (criminalistics; commodity; payment);

Stage (preliminary; industrial; modern).

Use new word groups in completing of 5 sentences.

6. Every stage in development of world trade was caused by some historical or technical events. Choose the proper one:

-Initial stage was caused by (great geographical discoveries; epidemics; wars);

-Industrial stage was caused by (invention of steam engine; technical progress; appearing new brunches of industry);

-Modern stage was caused by (invention of computer; flight into space; pandemic).

7. Refresh your knowledge of Russian history and complete the sentences.

Russia was ...country in XV century. ... was leading, not industry.

The firs plants and factories in Russia appeared in ... in XVIII century.

The Demidoffs and the Stroganoffs were the first Russian...

..., ..., ... were created by Peter the Great in Russia.

Russian merchants introduced Russia to the world market with ..., ..., ...

8. Compare the role of our country in world trade in different centuries (since the XV one). Explain your opinion.

9. Ask questions about the stages of development of international trade.

10. Give three – minute talk on international trade and role of Russia.

Lesson 2

1. New words to memorize.

Related	(зд.) связанных с
To carry out	осуществлять
That it lacks	которых не хватает
In abundance	в изобилии
Tend to raise	неизменно повышает
Standard of living	уровень жизни
An effort	усилие
Digital	цифровой
More simply	проще говоря
Unlike	в отличие
Key difference	основное различие

2. Read and translate the text.

Export and Import in International Trade

International trade and related financial transactions are usually carried out in order to provide the nation with goods that it lacks in exchange for those that it produces in abundance; such transactions, functioning in combination with other economic policies, tend to raise the standard of living of the nation. International relations are associated with efforts to promote freer trade between countries.

One of the types of international trade is import trade. Import is a product or service purchased in one country and produced in another country. Import trade

means buying goods and services from abroad because they cannot be produced in sufficient quantities or at a competitive price in one's own country.

As import counterpart, export trade is a type of international trade based on the sale of locally produced goods and services to foreign countries. This is considered the complete opposite of import trade. Exports are important for the modern economy because they offer customers and firms much more markets for their goods. One of main functions of diplomacy and foreign policy between Governments is to stimulate economic trade, stimulate exports and imports in the interests of all trading parties.

One of the modern means of payment is crypto currency. The concept of crypto currency refers to digital types of currency. It was created and implemented as a mean of payment using cryptographic methods, mainly based on block chain technology. Initially «coins» were issued in electronic form literally due to mathematical calculations. More simply crypto currency is an artificial payment system, equivalent to real money, having an official rate.

The term «crypto currency» was first discussed in 2011, starting with the publication of Forbes magazine. Since then, the name of currency has become firmly established and is applied to coins (literally coins) that do not have expression in the term of paper banknotes of coins made of metal. This type of money exists in digital field exclusively. Unlike other electronic payment systems, crypto currency appeared initially without the participation of real money. To become the owner of certain amount of crypto coins it is enough to connect to the service of their creation, to become a member of a unified mining network and to wait for «earning». This is the key difference between crypto currency and real money.

3. Answer the questions.

What is the main goal of international trade?

Why is international trade important for the nations?

What types of international trade do you know?

What is import?

What does import trade mean?

What is import counterpart?

What does export mean?

Is export trade important for the country? Why?

What is one of the main functions of diplomacy and foreign policy?

Is bit coin one of the modern means of payment?

What field does the concept of crypto currency refer to?

It was created and implemented as a means of payment using cryptographic methods, mainly based on block chain technology, wasn't it?

Is crypto currency an artificial payment?

Is crypto currency like other electronic payment systems?

How can anyone become the owner of certain amount of crypto coins?

Is there the key difference between crypto currency and real money?

4. Identify the items.

- international trade;
- in abundance;
- the standard of living;
- import trade
- export trade;
- crypto currency.

5. Give English equivalents.

Экономическая политика; уровень жизни; покупка товаров зарубежных производителей; продажа товаров отечественных производителей; стороны торговых сделок; современное средство платежей; цифровая сфера; методы криптографии; искусственный платеж; владелец крипто валюты.

6. Find the synonyms.

Trade; the standard of living; the counterpart; digital field; artificial; an owner.

7. Find the opposites.

National; buying; foreign; producers; goods; modern; digital; artificial.

- 8. Ask your groupmates about international trade.**
- 9. Discuss the role of bit coin in international trade.**
- 10. Give three – minute talk on export and import trade.**

Lesson 3

1. New words to memorize

cleaved with axes	разрубленный топорами
spear on the coin reverse	копье на реверсе монеты (сторона с номиналом)
implement	вводить, осуществлять
the exclusive authority	исключительная власть, полномочия
to issue	выпускать

2. Read and translate the text

Every Russian citizen knows name of national currency. It is called «ruble». It has been used in our country since the 13th century. Ruble`s name originates from the verb «to chop» (in Russian *rubit`*). The first silver coins were really cleaved with axes. Early 16th century the main currency unit in Russia was the silver kopeck (after St. George`s spear on the coin reverse which was Russian symbol of the grand ducal power). A currency symbol was used for the ruble between the 16th century and 18th century. The symbol consisted of Russian letters «P» and «Y» (written on top of it). The symbol was placed over the amount number it belonged to. The symbol, however, fell into disuse by the mid- 19th century.

In the 17th century Peter the Great implemented some silver coins of various denominations (one-ruble, fifty-kopecks, ten – kopecks, and other coins). The history of Russian banknotes goes back to the reign of Catherine the Great. Paper banknotes of twenty-five, fifty, seventy-five, and one hundred ruble were produced at Krasnoselsk factory.

Until 1917 were used gold coins (denomination of ten rubles). The gold in those coins was of the highest quality (so called pure or red gold). The coins were

called chervontsy. Profile of the last Russian Emperor was on the reverse of the coin.

In the post – revolution period banknotes of Soviet Russia were issued. As for modern Russian banknotes, all of them have illustrations of famous monuments and viewpoints from Russian cities (Krasnoyarsk, St. Petersburg, Moscow, Khabarovsk, Yaroslavl, and Arkhangelsk).

Russian ruble is divided into 100 kopecks. The Central Bank of Russian Federation has the exclusive authority to issue banknotes and coins in our country. Banknotes are issued in denomination ranging from ten to five thousand rubles. Coins are denominated in values 1 and 50 kopecks, and there are also coins ranging in value from one to twenty – five rubles.

A partner of Russia in «ruble zone» is the Republic of Belarus. Payments in rubles are typical for Russian transactions since 2022. This process strengthens economy of Russia.

3. Answer the questions.

Do Russian citizens know national currency?

Since when has national currency been used?

What verb does Ruble's name originate from?

Were the first coins from silver or from gold?

What was the main currency in the 16th century?

What were denominations of Russian currency by Peter the Great?

When were the banknotes produced?

What coin was called «chervonets»?

Are modern banknotes illustrated?

What is ruble divided into?

What is the main bank of Russian Federation?

Which countries are involved in «ruble zone»?

Are payments in rubles actually nowadays? Why?

4. Complete the sentences.

Ruble's name originates from the verb ...

Early 16th century the main currency unit in Russia was ...

The history of Russian banknotes goes back to the reign of...

The coin contained gold of the highest quality (so called pure or red gold) was...

Russian ruble is divided into....

Banknotes have illustrations of.....

The Central Bank of Russian Federation has the exclusive authority.....

A partner of Russia in «ruble zone» is.....

5. Find English equivalents.

Национальная валюта; каждый россиянин; название происходит; рубленый топором; Георгий Победоносец; символ великокняжеской власти; серебряные монеты разного номинала; бумажные деньги; имеют изображения; оплата в рублях.

6. Find the synonyms.

Currency; gold and silver; red gold; chervonets; is divided into; exclusive authority; are denominated in; «ruble zone»; illustrations of famous monuments and viewpoints; were produced.

7. Find the opposites.

A coin; to strengthen; famous; ruble; to be divided; nowadays; the last; the highest.

8. Ask your groupmates about Russian national currency.

9. Discuss the role of national currency.

10. Give three – minute talk on Russian currency.

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Учебное издание

**АНГЛИЙСКИЙ ЯЗЫК ДЛЯ ТЫЛОВЫХ ПОДРАЗДЕЛЕНИЙ
ОРГАНОВ ВНУТРЕННИХ ДЕЛ**

Учебное пособие

В трех частях

Часть 2

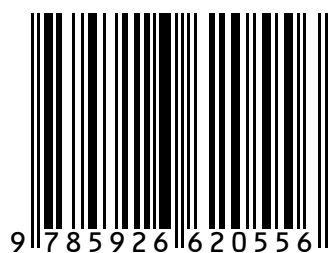
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Гордеева Елена Владимировна

Ступина Ольга Анатольевна

В авторской редакции

ISBN 978-5-9266-2055-6



Подписано в печать 20.01.2024. Формат 60x84 1/16.
Усл. печ. л. 5,6. Тираж 60 экз. Заказ 218.

Краснодарский университет МВД России.
350005, г. Краснодар, ул. Ярославская, 128.