

I. Institution

1. Institution's name	Archangelsk State University
2. Faculty (department)	Faculty of Management
3. Postal address E-mail Web – Homepage	av. Lomonosov,58 Arkhangelsk, 163060 f.management@pomorsu.ru
4. Contact person/coordinator (name, phone, e-mail, position)	Kurazhova Ludmila, 8 (8182) 28 11 71 (of.) 8 921 720 93 66 (mob) luda@atnet.ru Vladimirova Julia 8 (8182) 28 11 71 (of.) 8 921 241 85 83 lady-yulia@yandex.ru vladimirova.yulia@pomorsu.ru

II. Course's profile

5. Course title	Doing Business in Russia (Regional Emphasis)
6. Course profile (please give some key words to specify the focus)	Main topics of the course: History of contemporary Russian business, Current situation in Russian economy, Regional economy and management, Ethic of modern Russian business, Law regulation of business in Russia, Business and Authorities, International strategic management in Russia, New marketing technologies in Russia.
7. ECTS points available? (Yes/No)	No, but the certificate of Institute of management of Pomor State University is possible
8. Class hours/week	20 hours per week
9. Integrated Russian language course for beginners (Yes/No, hours/week)	Possible for extra pay, 6 hours per week
10. Language of instruction	English and Russian with translation
11. Integrated practical training/ research program (Yes/No, brief description)	Yes, presentation of different types of companies, meetings with businessmen, students' conference with Russian students of the department of International Management
12. Integrated cultural program: excursions etc. (Yes/No, brief description)	Yes, excursions to the local museums, concerts, out of town trips on weekends
13. Number of students (min-max)	Min 10 – max 15
14. Tuition fees (/ month / person)	30\$ per month per person
15. Course's duration	4 weeks

III. Accommodation

17. Accommodation conditions: student hostel (description of accommodation facilities, incl./excl. food, costs (/ month / person)	Students hostel, 150\$ per month, per person, excluding food
18. Accommodation conditions: guest family (optional): Yes/No, incl./excl. food, costs (/ month / person)	Yes, 50\$ per month per person, excluding food

Additional description of the course in the free form (optional; You could give details to the points mentioned above)

Russia is both in terms of population and geography a large country with rather uneven spatial distribution of people and economic activity. Moscow and St. Petersburg are the main economic centers, but Russia consists of many provincial cities (like Arkhangelsk) of no minor size and with economic resources and potential. Given this situation the proposed program aim is to present to German students companies in the North-West of Russia organize and manage their economic relations with authorities, Russian and foreign partners and customers.

Arkhangelsk is an administrative center of Arkhangelsk region, one of the biggest region of the North-West of Russia. During the whole history this area was always independent in its development. That's why it has its own peculiarities in business, culture and traditions. Now Arkhangelsk is famous for timber, fishing, chemistry industry, pulp and paper enterprises. Last years tourism as a new sphere of business became more and more popular. Historically Arkhangelsk was established as the north port for developing trade with foreign countries and now we have a good connections between Russian and foreign companies.

Pomor State University was established in 1932. It's classical university and the main university in the region for developing experts for local industry and administration. Pomor State University has a student and staff body of 12500 and 370 respectively. The program will be located in the faculty of Management, which was established in 1994. Now the faculty has 50 staff members and 1032 students. It has 3 specialties: State and Municipal Management, Management of Organizations and Marketing and number of specializations. Every year 12 students of our faculty get diplomas degree in International management. It's unique specialization in Arkhangelsk region. Main courses of this specialization are taught by foreign and Russian teachers in English. Our faculty has strong experience in partnership with foreign Universities. For example some courses were developed in cooperation with Norwegian professors from Tromse University.

The program "Doing Business in Russia (Regional Emphasis)" is offered for foreign students, who have basic knowledge in economy, management and marketing. It consists of the following courses:

1. History of Contemporary Russia Business. During this course students study what was the Russian business in the beginning of the 20th century like, main points of economic reforms in the new history of Russia and modern Russian economic trends.
2. Current Situation in Russian Economy. This course is based on the macroeconomic analysis and business behavior. It's also about Russian market and market institutions.
3. Business and Law in Russia. During this course students get more knowledge about law regulation in business in our country, about relations and cooperation between local authorities and businessmen.
4. Regional Economy and Management is about social, political and economy factors of regional development, about the system of regional management in Arkhangelsk region.
5. International Strategic Management in Russia consists of the following topics: business opportunities in Russia in the whole and Arkhangelsk region in particular, investment climate in the North-West Russia, comparative analysis of international strategy in modern business in Russia.
6. Ethic of Modern Russian Business helps students to understand peculiarities of Russian businessmen and public authorities, peculiarities of business communication in Russia. It also tells about ways of managing conflicts in organizations and making decisions in framework of society. This course also include practical part.
7. New Marketing Technologies in Russia. During this course students get acquainted with internal and external environment of Russian companies, with organizing of distribution net in Russia, advertising market, industrial and trade market in Arkhangelsk.

For practical training we suggest visiting industrial, trade and service companies, meetings with businessmen and providing students' conference. German and Russian students will take part in this conference. They will have a chance to exchange and compare their knowledge in economy, management and marketing. We think that providing of such conference would be useful for both Russian and German students.