

BUNIN YELETS STATE UNIVERSITY
Institute of Economics, Management and Service Technologies

«УТВЕРЖДАЮ»

Директор института экономики,
управления и сервисных технологий



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ASSESSMENT AND METHODOLOGICAL MATERIALS

Course of study: 38.03.02 Management

Orientation (profile): Organization management and logistics

Qualification (degree): Bachelor

I. PROCEDURE AND METHODOLOGY FOR EVALUATING THE RESULTS OF MASTERING THE BASIC PROFESSIONAL EDUCATIONAL PROGRAM

1.1. GENERAL PROVISIONS

1.1.1. Assessment and methodological materials (OM and M) are a set of general parts and OM for assessing the formation of competencies. The general part contains a list of competencies indicating the stages of their formation in the process of mastering the educational program, a description of indicators and criteria for assessing competencies at various stages of their formation, and a description of assessment scales. OM includes KIMs and other materials on disciplines and other sections of the UP.

1.1.2. The content of the OM corresponds to the goals of the OP OP, the professional standards, taking into account which the PLO was developed, and the types of professional activities approved in the OPOP.

1.1.3. Quality ensures the objectivity and reliability of the results when evaluating learning outcomes and is confirmed by expert conclusions to the OPOP.

1.1.4. The OMS for the educational program are designed to establish the conformity of the level of training of students with the results of mastering OPOP, namely, they allow:

- to evaluate the results of mastering OPOP both in individual disciplines (modules), practices, and in general OPOP;

- to identify the level of competence formation defined in the Federal State Educational Standard and the OPOP at each stage of competence formation and as a result of mastering the entire OPOP.

1.1.5. During the development of the educational program, the following competencies are formed:

Code and name of the competence	Indicators of competence achievement
UC-1 He is able to search, critically analyze and synthesize information, apply a systematic approach to solving tasks	To know: <ul style="list-style-type: none">- methods of information search and work with it;- The essence of the system approach.
	Be able to: <ul style="list-style-type: none">- analyze the task, identify the stages of its solution, and take actions to solve it;- find various solutions to the problem, evaluate their advantages and risks.
	Own: <ul style="list-style-type: none">- skills in assessing the practical consequences of possible solutions to a problem;- skills of competent, logical, reasoned formulation of their own judgments and assessments.
UC-2 He is able to determine the range of	To know: <ul style="list-style-type: none">- ways of designing solutions to a specific project prob-

<p>tasks within the framework of the set goal and choose the best ways to solve them, based on current legal norms, available resources and limitations.</p>	<p>lem, determining the optimal ways to solve it, based on current legal norms and available resources and limitations.</p> <p>Be able to:</p> <ul style="list-style-type: none"> – to formulate a set of interrelated tasks within the framework of the set work goal, ensuring its achievement; – efficiently solve specific tasks (research, project, activity) in a set time. <p>Own:</p> <ul style="list-style-type: none"> – skills in determining the expected results of solving tasks; – skills of public presentation of the results of solving research tasks, projects, and activities.
<p>UC-3 He is able to carry out social interaction and realize his role in the team.</p>	<p>To know:</p> <ul style="list-style-type: none"> – strategies of cooperation to achieve the set goal; – The behavioral characteristics of different groups of people with whom he works / interacts. <p>Be able to:</p> <ul style="list-style-type: none"> – Determine your role in the team; – establish different types of communication (educational, business, informal, etc.); – evaluate the consequences of personal actions and plan a sequence of steps to achieve a given result. <p>Own:</p> <ul style="list-style-type: none"> – skills of effective interaction with other team members, including participation in the exchange of information, knowledge and experience, in the presentation of the results of the team's work.
<p>UC-4 Able to carry out business communication in oral and written forms in the official language of the Russian Federation and a foreign language(s)</p>	<p>To know:</p> <ul style="list-style-type: none"> – Communicatively acceptable business communication styles in the state and foreign languages; – verbal and non-verbal means of interaction with partners. <p>Be able to:</p> <ul style="list-style-type: none"> – It is communicatively and culturally acceptable to conduct oral business conversations in the state and foreign languages; – conduct business correspondence, taking into account the peculiarities of the style of official and unofficial letters, socio-cultural differences in the format of correspondence in the state and foreign languages. <p>Own:</p> <ul style="list-style-type: none"> – the skills of using information and communication technologies in the search for the necessary information in the process of solving various communication tasks in the state and foreign languages; – skills in translating academic texts from a foreign language(s) into the official language.
<p>UC-5</p>	<p>To know:</p>

<p>He is able to perceive the intercultural diversity of society in socio - historical, ethical and philosophical contexts.</p>	<ul style="list-style-type: none"> – cultural features and traditions of various social groups and ways of studying them; historical heritage and socio-cultural traditions of various social groups; – stages of Russia's historical development (including major events, major historical figures) in the context of world history and cultural traditions of the world (depending on the environment and educational objectives), including world religions, philosophical and ethical teachings. <p>Be able to:</p> <ul style="list-style-type: none"> – To interact with people in a tolerant and constructive manner, taking into account their socio-cultural characteristics, in order to successfully fulfill professional tasks and strengthen social integration. <p>Own:</p> <ul style="list-style-type: none"> – skills of respect for the historical heritage and socio - cultural traditions of various social groups.
<p>UC-6 He is able to manage his time, build and implement a trajectory of self-development based on the principles of lifelong education.</p>	<p>To know:</p> <ul style="list-style-type: none"> – their resources and their limits (personal, psychophysiological, situational, temporary, etc.) for the successful performance of the assigned work. <p>Be able to:</p> <ul style="list-style-type: none"> – plan long-term business goals, taking into account conditions, means, personal capabilities, career growth prospects, time prospects for business development and labor market requirements; Critically evaluate the effectiveness of using time and other resources when solving tasks, as well as regarding the result obtained <p>Own:</p> <ul style="list-style-type: none"> – the skills to realize the intended purpose of the activity, taking into account the conditions, means, personal capabilities, stages of career growth, the time perspective of the development of the activity and the requirements of the labor market; – skills of using the provided opportunities to acquire new knowledge and skills.
<p>UC-7 Able to maintain an adequate level of physical fitness to ensure full-fledged social and professional activities</p>	<p>To know:</p> <ul style="list-style-type: none"> – adaptive reserves of the body, ways to strengthen health and achieve an adequate level of physical fitness. <p>Be able to:</p> <ul style="list-style-type: none"> – to use the basics of physical culture for a well-informed choice of health-saving technologies, taking into account the internal and external conditions for the implementation of a specific professional activity . <p>Own:</p> <ul style="list-style-type: none"> – <input type="checkbox"/> the skills to maintain an adequate level of physical fitness to ensure full-fledged social and professional activities and to comply with the norms of a healthy lifestyle.

<p>UC-8 He is able to create and maintain safe living conditions in everyday life and in professional activities to preserve the natural environment and ensure the sustainable development of society, including in the event of the threat and occurrence of emergencies and military conflicts</p>	<p>To know:</p> <ul style="list-style-type: none"> – factors of harmful influence on the vital activity of the elements of the habitat; – algorithms of actions in case of emergencies and military conflicts; – workplace safety regulations <p>Be able to:</p> <ul style="list-style-type: none"> – identify dangerous and harmful factors within the framework of ongoing activities, create and maintain safe living conditions in daily life and in professional activities. <p>Own:</p> <ul style="list-style-type: none"> – actions to prevent the occurrence of emergencies (of natural and man-made origin) at the workplace and the implementation of rescue and emergency recovery measures in the event of an emergency.
<p>UC-9 He is able to use basic defectological knowledge in social and professional spheres</p>	<p>To know:</p> <ul style="list-style-type: none"> – features of the psychophysical development of people with disabilities and people with disabilities; – the list and content of regulatory and legal documentation regulating professional activity in relation to persons with disabilities and persons with disabilities. <p>Be able to:</p> <ul style="list-style-type: none"> - plan professional activities based on the application of basic defectological knowledge with a different contingent of people with disabilities and people with disabilities; – apply basic defectological knowledge in social and professional spheres. <p>Own:</p> <ul style="list-style-type: none"> - skills of interaction in the social and professional spheres with people with disabilities and people with disabilities based on the application of basic defectological knowledge.
<p>UC-10 Able to make informed economic decisions in various areas of life</p>	<p>To know:</p> <ul style="list-style-type: none"> - the conceptual framework of economics and the basic principles of economic functioning; – goals and mechanisms of the main types of social economic policy. <p>Be able to:</p> <ul style="list-style-type: none"> - use methods of economic and financial planning to achieve the set goal; – use financial instruments to manage personal finances (personal budget). <p>Own:</p> <ul style="list-style-type: none"> – skills in applying economic instruments for financial management, taking into account economic and financial risks in various areas of life.
<p>UC-11 He is able to form an intolerant attitude towards corrupt behavior</p>	<p>To know:</p> <ul style="list-style-type: none"> – current legal norms that ensure the fight against corruption in various areas of life, as well as ways to prevent corruption and create an intolerant attitude towards it. <p>Be able to:</p>

	<ul style="list-style-type: none"> - plan, organize and carry out activities that ensure the formation of a civic position and the prevention of corruption in society.
	Own: <ul style="list-style-type: none"> - rules of public interaction based on an intolerant attitude towards corruption.
GPC -1 He is able to solve professional problems based on knowledge (at an intermediate level) of economic, organizational and managerial theory.	To know: <ul style="list-style-type: none"> - economic and socio-economic indicators characterizing the activities of business entities; - the basic principles of the implementation of economic, managerial and financial processes in various fields.
	Be able to: <ul style="list-style-type: none"> – to collect and analyze the data necessary for the calculation of economic and socio-economic indicators characterizing the activities of business entities; – apply economic, managerial and financial tools in solving professional tasks.
	Own: <ul style="list-style-type: none"> – skills in collecting and analyzing data necessary for calculating economic and socio-economic indicators characterizing the activities of business entities
GPC -2 It is capable of collecting, processing and analyzing data necessary to solve management tasks using modern tools and intelligent information and analytical systems.	To know: <ul style="list-style-type: none"> – the methodology of data processing and statistical analysis; – ways of processing economic information using information technologies and various financial and economic programs.
	Be able to: <ul style="list-style-type: none"> – to collect and process data to solve the assigned tasks; – correlate the collection of information at a certain date and use various statistical processing methods when analyzing the data.
	Own: <ul style="list-style-type: none"> – he skills of statistical analysis of data necessary to solve the economic tasks set; – techniques for analyzing complex socio-economic indicators.
GPC -3 He is able to develop sound organizational and managerial decisions, taking into account their social significance, promote their implementation in a complex and dynamic environment, and evaluate their consequences.	To know: <ul style="list-style-type: none"> - the main methods and models of organizational and managerial decision-making and their socio-economic consequences.
	Be able to: <ul style="list-style-type: none"> - identify problematic situations in the organization's activities, justify, develop and implement organizational and managerial decisions; to evaluate the expected results of proposed organizational and managerial decisions and to assess the organizational and social consequences of the decisions taken.
	Own:

	<ul style="list-style-type: none"> - methods of assessing the expected results of the implementation of proposed organizational and managerial decisions, using modern tools; - methods of analyzing the results of problematic situations of the organization and developing organizational and managerial solutions, taking into account the achievement of economic and social efficiency.
GPC -4 Able to identify and evaluate new market opportunities, develop business plans for the creation and development of new business lines and organizations	To know: <ul style="list-style-type: none"> - the main methods of identifying opportunities and threats in the external environment of the organization.
	Be able to: <ul style="list-style-type: none"> – identify and evaluate the organization's development opportunities based on available resources; Develop business plans for projects and business lines.
	Own: <ul style="list-style-type: none"> – methods of assessing market situations, taking into account the prospects of the organization 's activities; – methods of developing business plans and substantiating financial and economic decisions.
GPC -5 He is able to use modern information technologies and software tools in solving professional tasks, including the management of large amounts of data and their intellectual analysis.	To know: <ul style="list-style-type: none"> – the methods of information and communication and innovative technologies used in the modern economy to solve professional problems; – principles of solving standard tasks of professional activity, searching for scientific and technical information on the Internet and specialized databases.
	Be able to: <ul style="list-style-type: none"> – choose and apply information and innovative technologies, software tools for solving professional tasks; – to search for scientific and technical information using common and specialized databases.
	Own: <ul style="list-style-type: none"> – skills in using information systems and technologies to solve professional problems; – innovation management skills for solving professional tasks.
GPC -6 He is able to understand the principles of modern information technologies and use them to solve professional tasks.	To know: <ul style="list-style-type: none"> – modern information technologies and principles of their work.
	Be able to: <ul style="list-style-type: none"> – choose modern information technologies based on an understanding of the principles of their work to solve the tasks of professional activity.
	Own: <ul style="list-style-type: none"> – skills in using modern information technologies to solve problems of professional activity.
PCS -1 He is able to use standard methods	To know: <ul style="list-style-type: none"> – typical methods and methods of performing profes-

1	and methods of performing professional tasks in the field of production planning and organization using modern management approaches	sional tasks in the field of production planning and organization; fundamentals of using modern management approaches.
		Be able to: <ul style="list-style-type: none"> – to apply in practice methods and methods of solving problems in the field of planning, organization of production using modern management approaches; to use modern management approaches in solving professional tasks in various fields of economic activity.
		Own: <ul style="list-style-type: none"> - skills in applying standard methods and methods of performing professional tasks in the field of planning, production organization, and modern management.
2	PCS -2 He is able to carry out tactical and operational management of logistics processes, develop organizational, technical, organizational, economic and financial documentation of the enterprise.	To know: <ul style="list-style-type: none"> – fundamentals of tactical and operational management of logistics processes; methods of developing organizational, technical, organizational, economic and financial documentation of a modern enterprise.
		Be able to: <ul style="list-style-type: none"> – to carry out tactical and operational management of logistics processes; to apply modern technologies in the process of developing organizational, technical, organizational, economic and financial documentation of the enterprise.
		Own: <ul style="list-style-type: none"> – skills of tactical and operational management of logistics processes; ways of using modern technologies in the process of developing organizational, technical, organizational, economic and financial documentation of the enterprise.

STAGES OF COMPETENCE FORMATION

1.2.1. The final results of mastering the educational program are the formed indicators of competence achievement. These indicators are formed during the study of specific disciplines and their sections by stages in accordance with the course of the educational process determined by the curriculum.

1.2.2. When assessing the formation of competencies, the following assessment tools are used:

Name of the evaluation tool	Brief description of the evaluation tool
Control work	A means of testing the ability to apply the acquired knowledge to solve problems of a certain type in a section or module of an academic discipline. It can be used to assess students' knowledge and skills during the current control based on the assessment materials presented in the discipline's work program.

Report	The product of the student's independent work, which is a written summary of the results of a theoretical analysis of a certain scientific (educational and research) topic, where the author reveals the essence of the problem under study, provides various points of view, as well as his own views on it. It can be used to assess students' knowledge and skills during the current control on the topics presented in the discipline's work program.
KIMs (test)	A system of standardized simple and complex tasks that allows you to automate the procedure for measuring the level of knowledge, skills and possessions of a student. It is used to evaluate students' knowledge, skills, and possessions.
Practical tasks	One of the main forms of organization of the educational process, which consists in students performing a set of educational tasks under the guidance of a teacher in order to master the scientific and theoretical foundations of the discipline, acquire practical skills and experience in creative activity. They are used to evaluate students' knowledge, skills, and possessions.
Course project	The final product obtained as a result of planning and performing a set of educational and research tasks. It allows students to evaluate their skills to independently construct their knowledge in the process of solving practical tasks and problems, navigate the information space and the level of formation of analytical, research skills, practical and creative thinking skills. It can be performed individually or by a group of students. It is used to assess students' skills and abilities in subject or interdisciplinary areas during the intermediate assessment.
Credit/credit with an assessment	A tool that allows you to evaluate the knowledge, skills and possessions of a student in an academic discipline.
Exam	A tool that allows you to evaluate the knowledge, skills and possessions of a student in an academic discipline.

1.2.3. Assessment of the formation of competencies during the final certification of students is carried out in the form of preparation and defense of the WRC using the following assessment materials: sample topics of the WRC.

1.3. CRITERIA AND INDICATORS OF COMPETENCE FORMATION, ASSESSMENT SCALES

1.3.1. A dichotomous and/or 5-point scale is used to assess the formation of competencies.

1.3.2. The indicators of competence formation are the achievement of indicators of competence formation.

1.3.3. The level of competence formation is determined in accordance with the criteria:

A mark on the rating scale	Level formation of competencies	Criteria for the formation of competence by indicators		
		To know	Be able to	Own
Not counted	Insufficient	Lack of knowledge	Lack of skills	Lack of skills
Credited	Sufficient	General, but possibly unstructured knowledge	An overall successful, but perhaps not systematically implemented skill	Generally successful, but perhaps unsystematic application
Unsatisfactory	Insufficient	Fragmentary knowledge	Partially mastered skill	Fragmentary application
Satisfactory	Sufficient	General but not structured knowledge	Generally successful, but not systematically implemented skill	Generally successful, but unsystematic application
Well	Average	Well-formed, but containing some gaps in knowledge	Generally successful, but containing some gaps.	Generally successful, but with some gaps in the application of skills
Great	High level	Generated systematic knowledge	Formed skill	Successful and systematic application of skills

1.3.4. Criteria and indicators for assessing the formation of competencies, as well as assessment scales, ensure a comprehensive assessment of the results of mastering the educational program.

1.4. COMPETENCE FORMATION AND ASSESSMENT MATRIX

Full-time education:

Subject of assessment (Code and name of competence)	The stages of competence formation by semester								Academic disciplines, practices, GIA
	1	2	3	4	5	6	7	8	
UC-1 He is able to search, critically analyze and synthesize information, apply a systematic approach to solving tasks			+						Philosophy
				+					Economics and financial literacy
				+					Service learning
				+					Fundamentals of Artificial Intelligence
	+	+							Mathematics
	+	+							Information Systems in Economics and Management
		+	+						Economic statistics
					+	+			Formation and accounting of economic indicators of the enterprise
					+				Familiarisation practice
								+	Pre-graduate practice
								+	Completion and protection of the final qualifying work
UC-2 He is able to determine the range of tasks within the framework of the set goal and choose the best ways to solve them, based on current legal norms, available resources and limitations.			+						Jurisprudence
				+					Service learning
			+						Project activities
	+								Management
					+				Familiarisation practice
								+	Pre-graduate practice
								+	Completion and protection of the final qualifying work
UC-3 He is able to carry out social interaction and realize his role in the team.				+					Service learning
		+							Russian language and speech culture
			+						Project activities
	+								Management
								+	Pre-graduate practice

								+	Preparation and Presenting of Graduation Thesis
UC-4 Able to carry out business communication in oral and written forms in the official language of the Russian Federation and a foreign language(s)		+							Russian language and speech culture
	+	+	+						Business Foreign Language
								+	Pre-graduate practice
								+	Preparation and Presenting of Graduation Thesis
UC-5 He is able to perceive the intercultural diversity of society in socio - historical, ethical and philosophical contexts.		+	+						Russian history
			+						Philosophy
	+								Fundamentals of Russian statehood
				+					Service learning
								+	Preparation and Presenting of Graduation Thesis
	+								I.A. Bunin creative heritage in the scientific and educational activities of the university
	+	+							Multicultural educational environment
		+							Russian culture
UC-6 He is able to manage his time, build and implement a trajectory of self-development based on the principles of lifelong education.				+					Service learning
	+								Management
	+								Basics of consumer behaviour
							+		Business planning
					+				Familiarisation practice
								+	Pre-graduate practice
								+	Completion and protection of the final qualifying work
UC-7 Able to maintain an adequate level of physical fitness to ensure full-fledged social and professional activities	+								Physical culture and sports
		+	+	+	+	+			Elective disciplines in physical culture and sports
								+	Preparation and Presenting of Graduation Thesis
UC-8	+								Life safety

He is able to create and maintain safe living conditions in everyday life and in professional activities to preserve the natural environment and ensure the sustainable development of society, including in the event of the threat and occurrence of emergencies and military conflicts		+							First aid
				+					Basics of military training
								+	Preparation and Presenting of Graduation Thesis
UC-9 He is able to use basic defectological knowledge in social and professional spheres		+							Russian language and speech culture
						+			Basics of defectology in social and professional spheres
				+	+	+			Labor organization and personnel management
								+	Preparation and Presenting of Graduation Thesis
UC-10 Able to make informed economic decisions in various areas of life				+					Economics and financial literacy
	+	+	+						Economic Theory
				+					Marketing
					+				Economics of enterprise (organisation)
					+	+			Financial resource management
								+	Preparation and Presenting of Graduation Thesis
UC-11 He is able to form an intolerant attitude towards corrupt behavior			+						Jurisprudence
	+								Basics of consumer behaviour
				+	+	+			Labor organization and personnel management
								+	Preparation and Presenting of Graduation Thesis
GPC -1 He is able to solve professional problems based on knowledge (at an intermediate level) of economic, organizational and managerial			+						Philosophy
			+						Economics and financial literacy
				+					Basics of military training
	+	+	+						Economic Theory
					+				Economics of enterprise (organisation)

theory.						+			Taxes and taxation
					+				Familiarisation practice
						+			Technological (design-technological) practice
								+	Preparation and Presenting of Graduation Thesis
GPC -2 It is capable of collecting, processing and analyzing data necessary to solve management tasks using modern tools and intelligent information and analytical systems	+	+							Mathematics
		+	+						Economic statistics
					+	+			Formation and accounting of economic indicators of the enterprise
					+				Familiarisation practice
						+			Technological (design-technological) practice
								+	Preparation and Presenting of Graduation Thesis
GPC -3 He is able to develop sound organizational and managerial decisions, taking into account their social significance, promote their implementation in a complex and dynamic environment, and evaluate their consequences		+	+						Russian history
			+						Jurisprudence
	+								Fundamentals of Russian statehood
									Service learning
		+							Russian language and speech culture
	+	+	+						Business Foreign Language
						+			Basics of defectology in social and professional spheres
	+								Life safety
		+							First aid
	+								Physical culture and sports

		+	+	+	+	+			Elective disciplines in physical culture and sports
	+								Management
					+	+			Financial resource management
						+			Taxes and taxation
					+				Familiarisation practice
						+			Technological (design-technological) practice
								+	Preparation and Presenting of Graduation Thesis
GPC -4 Able to identify and evaluate new market opportunities, develop business plans for the creation and development of new business lines and organizations			+						Project activities
				+					Marketing
					+				Economics of enterprise (organisation)
					+				Familiarisation practice
						+			Technological (design-technological) practice
								+	Preparation and Presenting of Graduation Thesis
GPC -5 He is able to use modern information technologies and software tools in solving professional tasks, including the management of large amounts of data and their intellectual analysis.				+					Fundamentals of Artificial Intelligence
	+	+	+	+					Information Systems in Economics and Management
					+				Familiarisation practice
						+			Technological (design-technological) practice
								+	Preparation and Presenting of Graduation Thesis

GPC -6 He is able to understand the principles of modern information technologies and use them to solve professional tasks				+					Fundamentals of Artificial Intelligence
	+	+	+	+					Information Systems in Economics and Management
					+				Familiarisation practice
						+			Technological (design-technological) practice
								+	Preparation and Presenting of Graduation Thesis
PCS -1 He is able to use standard methods and methods of performing professional tasks in the field of production planning and organization using modern management approaches	+								Basics of consumer behaviour
				+	+	+			Labor organization and personnel management
				+	+	+			Comprehensive analysis of economic activity
				+	+				Organization planning and design
						+	+		Organization of production
							+		Automation of accounting and analytical information processing
							+		Business planning
							+		Production management
							+	+	Investments and investment analysis
								+	Business assessment
			+						Commercial activity
								+	Business assessment
					+				Familiarisation practice

						+			Technological (design-technological) practice
								+	Pre-diploma practice
								+	Preparation and Presenting of Graduation Thesis
PCS -2 He is able to carry out tactical and operational management of logistics processes, develop organizational, technical, organizational, economic and financial documentation of the enterprise				+					Production logistics
								+	Strategic management
							+	+	Financial management
			+						Sales Management
			+						Commercial activity
					+				Familiarisation practice
						+			Technological (design-technological) practice
								+	Pre-diploma practice
								+	Preparation and Presenting of Graduation Thesis

1.5. METHODOLOGICAL MATERIALS FOR THE OPOP

1.5.1. The methodological materials are presented in two aspects: - in terms of content: recommendations presented in educational and teaching manuals on the educational program, posted on the university's web-site: <http://elsu.ru/sveden/education/docs#bak>

- в организационном: рекомендации по разработке ОМ и оцениванию сформированности компетенций, приведенные ниже.

1.5.2. The assessed competence (its stage) has been formed (formed) according to the students' content, if the average grade for the student body is in the range from 3 to 5; if the average grade for the student body is below 3, the assessed competence (its stage) has not been formed (has not been formed).

The assessed competence (its stage) is formed (formed) in a particular student if the average score in the disciplines / practices during which it is formed is in the range from 3 to 5; with an average score below 3, the assessed competence (its stage) is not formed (not formed).

1.5.3. The following types of practical tasks are used:

a) the reproductive level, which makes it possible to evaluate and diagnose knowledge of factual material (basic concepts, algorithms, facts) and the ability to correctly use special terms and concepts, recognition of objects of study within a certain section of the discipline;

b) the reconstructive level, which makes it possible to evaluate and diagnose the ability to synthesize, analyze, and summarize factual and theoretical material with the formulation of specific conclusions and the establishment of cause-and-effect relationships;

c) a creative level that allows you to evaluate and diagnose skills, integrate knowledge from various fields, and argue your own point of view.

Practical tasks involve solving specific situations, cases, creative tasks, etc.

1.5.4. Testing is one of the methods of assessing the quality of students' training in educational programs and makes it possible to assess the formation of the competencies provided by the Federal State Educational Standard (the stage of competence formation) of students. The test structure may include open and closed type assignments.

There are two types of open-type assignments: supplement assignments and free-form assignments. Their distinctive feature is that in order to perform them, it is necessary to write down one or more words (numbers, letters, phrases, sentences).

Closed-type assignments provide various answers to the question posed.:

Alternative choice tasks: only two possible answers are given for each task. The subject must choose one of them – “yes – no”, “right – wrong”, etc.

Multiple choice tasks are the main type of tasks used in achievement tests. The subject must choose one of several suggested options, among which most often only one is correct.

Compliance recovery tasks consist of two groups of elements and a clear definition of the criteria for choosing a match between them. The correspondence is established according to the 1:1 principle (only one element of the second group corresponds to one element of the first group) or 1:M (one element of the first group corresponds to M elements of the second group). The elements within each group must be uniform. The number of elements in the second group may exceed the number of elements in the first group. The maximum allowable number of elements in the second group is recommended to be no more than 10. The number of items in the first group must be at least two.

Sequence restoration tasks represent a variant of a correspondence restoration task, when one of the tasks is time, distance, or another construct, which is understood as a series.

1.5.5. The content and types of test tasks should be focused on checking the indicators "knows", "can", "owns". The content of the assignments should be consistent with the content of the competence indicators formed during the study of the discipline.

There are 3 parts in the text structure:

Part A is focused on testing knowledge and includes 10 alternative or multiple choice tasks, the correct completion of each of which is estimated at 3 points.;

part B is focused on testing skills and includes 10 tasks to restore consistency or consistency, tasks for addition or free presentation, the correct completion of each of which is estimated at 4 points;

Part C is focused on testing skills and includes 5 practical tasks, the correct completion of each of which is estimated at 6 points.

1.5.6. The following conversion of the scores obtained based on the results of the test into a five-point system is accepted:

Less than 50 points – "unsatisfactory";

50 - 65 points – "satisfactory";

65 - 79 points – "good";

80 – 100 points – "excellent".

1.5.7. The following criteria are taken into account when evaluating the abstract:

Novelty of the text: a) relevance of the research topic; b) novelty and independence in problem formulation, formulation of a new aspect of a known problem in establishing new connections (interdisciplinary, intrasubject, integration); c) author's position, independence of assessments and judgments.

The degree of disclosure of the essence of the issue: a) the correspondence of the plan to the topic of the abstract; b) the correspondence of the content to the topic and the plan of the abstract; c) the completeness and depth of knowledge on the topic; d) the ability to generalize, draw conclusions, compare different points of view on one issue (problem).

The validity of the choice of sources: assessment of the literature used.

□ Compliance with the design requirements: a) correct design of references to the literature used and the list of references; b) assessment of literacy and culture of presentation (including spelling, punctuation, stylistic culture), knowledge of terminology; c) compliance with the requirements for the volume of the abstract.

An excellent grade is given if all the requirements for writing an abstract are met: the problem is identified and its relevance is justified, a brief analysis of various points of view on the problem under consideration is made and one's own position is logically stated, conclusions are formulated, the topic is fully disclosed, the volume is maintained, the requirements for external design are met, the correct answers are given. answers to additional questions.

A "good" grade is given if the basic requirements for the abstract and its defense are met, but there are shortcomings. In particular, there are inaccuracies in the presentation of the material; there is a lack of logical consistency in judgments; the volume of the abstract is not maintained; there are omissions in the design; incomplete answers are given to additional questions during the defense.

A "satisfactory" rating is given if there are significant deviations from the requirements for abstracting. In particular: the topic is only partially covered; factual errors were made in the content of the abstract or in answering additional questions.

The grade "unsatisfactory" is given if the topic of the abstract is not disclosed, and there is a significant misunderstanding of the problem.

1.5.8. The exam / assessment is conducted in oral / written / test form. The mark corresponds to the level of competence formation and the quality of the response.:

- "excellent" is awarded if the student has demonstrated the formation of all indicators of competencies provided for in the program in full: has a deep and solid knowledge of the program material; demonstrated an exhaustive, consistent and logically coherent statement when answering both questions; correctly formulated concepts and patterns on the issues; used examples from additional literature and practice; drew a conclusion from the presented material; demonstrated the ability to interpret knowledge in relation to practice;

- "good" is given if the student has not fully demonstrated the formation of all indicators of competencies provided for in the program: he has sufficient knowledge of the program material; his answer is a competent presentation of the educational material in essence; there are no significant inaccuracies in the formulation of concepts; theoretical principles are correctly applied, confirmed by examples; one issue of the ticket is fully covered, and the second is brought to a logical conclusion after leading questions from the teacher;

- "satisfactory" is given if the student has demonstrated the partial formation of all indicators of competencies provided for in the program: has general knowledge of the basic material without mastering some essential provisions; made inaccuracies in the formulation of basic concepts; found it difficult to provide examples confirming theoretical positions; both issues have been initiated and with the help of the teacher's leading questions, they were brought to the end;

– "unsatisfactory" is indicated if the student has discovered the lack of formation of at least one indicator of the competencies provided by the program: does not know a significant part of the program material; made significant mistakes in the presentation process; does not know how to highlight the main thing and draw a conclusion; provides erroneous definitions; not a single issue of the ticket has been fully considered, even with the help of leading questions from the teacher; reveals the lack of skills to illustrate the theoretical material with examples.

1.5.9. The test is conducted in oral / written / test form. The assessment of passing the test is based on the following criteria:

– "credited" is set if the student has demonstrated the consistency of all indicators of competencies provided for in the program: demonstrates sufficient (holistic) knowledge of the discipline, i.e. answers both ticket questions independently or answers one of the two ticket questions independently, and orients the other ticket question after "leading" questions from the teacher; answers additional questions on the topics of the ticket; in case of doubt, answers additional questions on other topics of the discipline; illustrates theoretical conclusions with practical examples.

– "not counted" is set if the student discovers the inconsistency of at least one indicator of the competencies provided for in the program: he did not answer any of the ticket's questions (either independently or with the help of the teacher's "leading" questions); does not know the basic categories of the discipline; makes gross mistakes or inaccuracies when answering questions..

1.5.10. When evaluating a course project, the following indicators are taken into account: the relevance of the research topic, the degree of independence of the project, the novelty of the conclusions and the constructiveness of the proposals, the quality of the material used, the level of literacy (general and special), as well as the design procedure. The general criteria for evaluating the quality of a course project are: compliance of the content of the course project with the discipline on which it is submitted for defense; scientific and practical significance of the proposals and conclusions of the course project; compliance with the requirements for form and content; the level of protection of the course project. The use of a computer projector or handout by the student during the presentation can help to increase the assessment on the defense.

An excellent grade is given for a course project if the research is carried out independently, contains elements of novelty; the student demonstrates competence in the theoretical field of the problem under consideration, the ability to analyze, argue his point of view, generalize and draw conclusions; the material is presented competently, logically, consistently; the design responds requirements for writing a course project; during the defense, the student showed the ability to briefly, clearly present the research results, and adequately answer the questions posed.

A "good" grade is given for a course project if the research is carried out independently and contains elements of novelty; the student demonstrates competence in the theoretical field of the problem under consideration, but the ability to analyze, argue his point of view, make generalizations and conclusions causes him

difficulties; the material is not always presented logically, consistently; there are a shortcoming in the design of the course project; During the defense, the student showed the ability to briefly, clearly (clearly) present the research results, but found it difficult to answer the questions posed.

The grade "satisfactory" is given for a course project, if the research does not contain an element of novelty, the student does not fully master the theoretical material on the problem under consideration, the ability to analyze, argue his point of view, generalize and draw conclusions causes him difficulties; the material is not always presented logically, consistently; there are shortcomings in the design of the course during the defense, the student finds it difficult to present the research results and answers to the questions posed.

An unsatisfactory grade is given for a course project if it does not meet the requirements set out in this Regulation; there are no conclusions in the course project, or they are declarative; when defending the course project, the student finds it difficult to answer the questions posed on the topic, does not know the theory of the question, and makes significant mistakes when answering; An "unsatisfactory" grade can also be given to a student who has submitted a course project written and already defended at another university or department.

1.5.11. When evaluating the final qualifying work

, "Excellent" is awarded if:

- the work was performed in accordance with the requirements for the thesis;

- the student's presentation on the defense is structured, the choice and relevance of the topic are justified, the appropriate methodological apparatus is determined, the content of the work is disclosed, the research results are summarized and conclusions are drawn;

- the answers to the questions of the members of the state examination commission are logical, reveal the essence of the question, are supported by the provisions of authoritative sources and normative legal acts, conclusions from the final qualifying work, show the independence and depth of the study of the problem.

"Good" is awarded if:

- the work was performed in accordance with the requirements for the WRC, but there were shortcomings in the design;

- the presentation on the defense of the final qualifying work is structured, there are: one or two inaccuracies in disclosing the reasons for the choice, the relevance of the topic, in the formation of a methodological approach, in determining the chronological framework of the study, an error in the logic of deducing one of the provisions of the conclusion, eliminated during additional clarifying questions, etc.;

- there is a violation of logic in the student's answers to the questions of the members of the state examination commission, but in general the essence of the question is revealed, the speaker's theses are supported by conclusions from the final qualifying work, show the independence and depth of the study of the problem.

"Satisfactory" is issued if:

- the work was performed in accordance with the requirements for the WRC, but there were defects in the design;
- the presentation on the defense of the final qualifying work is structured, there are inaccuracies in the disclosure of the reasons for the choice, the relevance of the topic, in the formation of the methodological apparatus, in determining the chronological framework of the study; a gross error in the logic of deducing one of the provisions of the conclusion, etc.;
- the student's answers to the questions of the members of the state examination commission do not fully reveal the essence of the question, are poorly supported by the provisions of authoritative sources, conclusions from the final qualifying work, show insufficient independence and depth of study of the problem.

"Unsatisfactory" is set if:

- the work has not been completed in accordance with the requirements for the WRC;
- the presentation on the defense of the final qualifying work is not structured, gross mistakes were made in disclosing the reasons for the choice, the relevance of the topic, in the formation of a methodological approach, in determining the chronological framework of the study, in the logic of deducing the provisions of the conclusion, etc.;
- the student's answers to the questions of the members of the state examination commission do not disclose the essence of the question, They are not supported by conclusions from the final qualifying work, they show a lack of independence and depth of study of the problem..

II. ASSESSMENT MATERIALS FOR THE FORMATION OF COMPETENCIES IN DISCIPLINES / SECTIONS OF THE CURRICULUM

2.1. Control tasks and other materials for assessing the results of the development of OPOP are developed on the basis of the principles of assessment: validity, certainty, unambiguity, reliability; meet the requirements for the composition and interrelation of assessment tools and allow an objective assessment of the results and levels of competence formation.

2.2. The volume is determined in accordance with the UP for the educational program.

UC-1 He is able to search, critically analyze and synthesize information, apply a systematic approach to solving tasks

B1.C.01.02 Philosophy

Tasks with a choice of one or more possible answers

1. Choose the most accurate and broad definition of philosophy.:

- 1. Philosophy is the science of the most general laws of the development of nature, society and man;**
- 2. Philosophy is the science of the specific laws of nature's development;**
- 3. Philosophy is the science of the history of the formation of philosophical knowledge;**
- 4. Philosophy is a science that synthesizes various types of knowledge (scientific, religious, ethical, aesthetic, etc.).**

2. Ontology is:

- 1. the doctrine of man;**
- 2. The doctrine of being;**
- 3. The doctrine of cognition;**
- 4. the teaching of the ability to think logically.**

3. Epistemology is:

- 1. the teaching of the methods of cognition;**
- 2. the doctrine of the value system;**
- 3. The doctrine of being;**
- 4. The doctrine of society.**

Sequencing tasks

1. Establish the sequence of the emergence of worldviews:

- 1. Philosophy**
- 2. Mythology**
- 3. Religion**
- 4. Science**

2. Arrange the main historical forms of materialism in chronological order:

- 1. Dialectical materialism**
- 2. Naive spontaneous materialism**
- 3. Metaphysical materialism**

3. Establish the correct sequence of historical stages in Western European philosophy:

- 1. Philosophy of the twentieth century**
- 2. Ancient philosophy**
- 3. Medieval philosophy**
- 4. German Classical Philosophy**

Compliance tasks

1. Identify the author of the philosophical concept

The root cause of being	author
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1. water	A. Democritus
2. apeiron	B. Thales
3. The number	C. Anaximander
4. Atoms	D. Pythagoras

2. Establish the correspondence of the interpretation of being to the teachings of a particular philosopher:

interpretation of being	The philosopher
1. There is being, but there is no non-being	A. Marx
2. The existence of things consists in their perceptibility	B. Parmenides
3. Being is an absolute idea, spirit, or universal mind.	V. Berkeley
4. Being is material, and its various spheres include inorganic and organic nature, biosphere, society , etc.;	G. Hegel

3. Identify the philosopher's affiliation to a particular philosophical school:

philosophical school	The philosopher
1. objective idealism	A. Marx
2. subjective idealism	B. Freud
3. psychoanalysis	V. Berkeley
4. Dialectical materialism	G. Hegel

Open-type assignments

1. Epistemology is the study of ...
2. Which philosopher considered the number to be the fundamental principle of everything?
3. Determine whose method of philosophizing was Mayeutics?

UC-1 He is able to search, critically analyze and synthesize information, apply a systematic approach to solving tasks

B 1.O.01.03 Economics and Financial literacy

Tasks with a choice of one or more possible answers

1. Specify which of the following organizations is commercial: a) production co-operative; b) consumer cooperative; c) a charitable foundation; d) a public foundation.
2. What is the production result of the company's activities? a) the volume of products produced; b) revenue from the sale of products; c) profit from the sale of products d) the cost of the products produced.
3. In a consumer loan, the buyer of goods is: a) the borrower; b) the creditor; c) by the borrower or lender.

Sequencing tasks

1. Arrange the loan interest rates in order of increasing the accrued amount of debt/deposit:
 - a) daily interest accrual
 - b) compound interest with interest accrual once at the end of the year
 - c) simple interest
 - d) continuous interest
 - e) compound (nominal) interest accrual 2, 4, 12 times a year
2. Establish the correct sequence of business tax rate increases.
 - a) increase in production costs in the short term;
 - b) the aggregate supply is less than its potential value;
 - c) rising unemployment and lower wage rates;
 - d) in the long term, lower prices and restore production to its natural level.
3. Arrange the citizen's assets according to the degree of their liquidity from the highest to the lowest:
 - a) demand deposit
 - b) urgent deposit
 - c) cash
 - d) cottage in the village
 - e) jewelry

Compliance tasks

1. Relate the terms and their definitions:

1. all goods that are reusable in the production process	A) objects of labor
2. Freely reproducible natural resources	B) indirect benefits
3. all goods that are used only in one production cycle	C) means of labor
4. participate in the production of direct benefits	D) non-economic benefits

2. Correlate the characteristic with the type of economic systems:

1. the economic system existing within national economies	A) traditional
2. characterized by private ownership of resources and the use of a system of markets and prices to coordinate and manage economic activities	B) command
3. it is based on state ownership of all material resources	C) market value
4. Based on traditions passed down from generation to generation (in underdeveloped countries)	D) National

3. Relate the terms and their definitions:

1. serving small retail purchases and providing exchange	A) non-cash money
2. legally established means of payment having a compulsory exchange rate established by the State	B) coins
3. paper money, which is issued by the Ministry of Finance of the country	C) banknotes
4. arise in case of non-monetary repayment of debt obligations of economic entities to each other	D) Treasury notes

Open-type assignments

3. Ivanov Ivan Ivanovich insured his car for both CTP and hard hat. He got into an accident through his own fault. Representatives of the traffic police recognized him as the culprit. Can Ivanov apply for an insurance sum to repair his own car, and what funds will be used to repair Andreev's car, which suffered as a result of Ivanov's actions?

5. The depositor places 500,000 rubles on a bank deposit for a period of 1 year. The Bank offers 2 options for placing funds: a "Profitable" deposit at 9.8% per annum and a "Classic" deposit at 9.6% per annum with monthly accrual and capitalization of interest. On which deposit will the depositor receive a large amount at the end of the deposit period, specify its size?

6. The return on investment is 12%. Inflation is 8%. Determine the real return using the Fischer formula.

**UC-1 is capable of searching, critically analyzing and synthesizing information, and applying a systematic approach to solving tasks.Б1.О.01.06
Ministry Training**

Tasks with a choice of one or more possible answers

1. Project risks can be realized:

1. at the design stage
2. at the implementation stage
3. Throughout the entire project activity
4. at the stage of team formation.

2. Organizations consider as resources:

1. educational and intellectual potential of employees;
2. Partner organizations;
3. availability of own material support (premises, equipment, etc.);

4. the material and other resources of the organization that will be used in the project.

3. A social project is defined as

1. regularly repeated research of a social object based on the same methodology;

2. A constructed social innovation, the purpose of which is to create, modernize, or maintain social and cultural values in a changing environment;

Sequencing tasks

1. Set the milestones for social projects.

1. Development of the project concept

2. Project planning

3. Project viability assessment

4. Budgeting

5. Preliminary control

6. Project protection

7. Project implementation stage

8. Completion of work and liquidation of the project.

9. Project correction based on monitoring results

2. Set the stages of forming a social project team.

1. Analysis of what competencies are needed. Drawing up a list of competencies and expertise required for the project, and searching for team members in accordance with it.

2. Search for opportunities.

3. Definition of the mode and rules of operation.

4. Distribution of responsibilities within the team.

5. Communication with the team, discussion of the project implementation.

3. Set the sequence of the presentation preparation algorithm:

1. Get acquainted with the topic in detail.

2. Make a presentation plan, highlighting the main ideas.

3. Determine the main purpose of the work and the target audience.

4. Think about the introduction. It should catch the audience, be bright and interesting.

5. Arrange the key points in the form of slides. You can dilute the text with animations or interactive elements.

6. Rehearse the performance.

7. Draw the necessary conclusions.

Compliance tasks

1. Установите соответствие:

1. Social engineering	A. the construction by an individual, group, or organization
2. Social value	of an action aimed at achieving a socially significant goal and localized by place,
3. The concept	time, and resources
4. The program	. B. this is what is significant for a person, for a community, for an organization.

2. Establish a match. Distinguish between programs:

1. by duration	A. complex, specialized, etc.
2. by orientation	B. long-term, medium-term, short
3. by strategy	-term B. (development programs, activities, etc.)

3. Relate the principles of social design to their characteristics. Establish a match:

1. The principle of advanced assessment	A. it recognizes the need to provide project
2. The principle of realism and feasibility of the solution	activities with resources, including human resources, as well
3. The principle of limitation	as the possibility of adjusting the project, for example, when
4. The principle of project integrity	these resources are limited.

Open-type assignments

1. Analysis of the situation using four parameters: Strengths, Weaknesses, Opportunities, and Threats. The first two parameters are considered as internal factors (what can be changed), the last two as external (what needs to be taken into account).

2. a carrier of socio-cultural and personal problems, i.e. a social category or group of the population characterized by specific social and cultural characteristics and distinguished from other groups by a "composition of conditions and processes of vital activity" (the latter include both those elements that the community reproduces and strives to preserve, and those that people would like to edit).

3. Specific people or target audiences that the project's activities are aimed at and whose lives will improve as a result of the project's implementation.

UK-1 is able осуществлять to search, critically analyze and synthesize information, apply a systematic approach to solving tasks. задач

B1. O. 02. 03 Fundamentals of artificial intelligence

Tasks with a choice of one or more possible answers

1. What are the names of special programs that "tell" your computer which data source to use?

- 1.Data sets
- 2.Algorithms
- 3.Signs

2. What is the name of information (data samples) in the form of text, graphics, or video files that the machine uses to accumulate experience during training?

- 1.Data sets
- 2.Algorithms
- 3.Signs

3. What are the names of individual measurable parameters of the observed phenomena, on the correct selection of which success and speed depend?

- 1.Data sets
- 2.Algorithms
- 3.Signs

Tasks for establishing a sequence

1. Set the AI appearance sequence:

1. Siri, Google Now and Cortana, smart virtual assistants
2. A self-learning computer that can play checkers
3. Eliza chatbot
4. Self-driving car using neural networks

2. Determine the correct data preprocessing order:

1. Identifying outliers and smoothing out noisy data
2. Data standardization and normalization
3. Handling missing values
4. Dimension reduction (feature selection)

3. Set the sequence of steps in the process of applying machine learning to solve the problem:

1. Data preparation
2. Model training
3. Model evaluation
4. Collecting requirements
5. Implementation of the solution

Compliance tasks

1. Set a match.

1. Machine learning	A. It includes many areas of mathematics and information technology, as well as economics, biology, physics, sociology, and other
2. AI sciences	. a direction based on the computer performing many similar tasks without using direct instructions

3. Deep learning	In. a form that provides for extracting, or modeling, data features using complex multi-layer filters
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2. Set a match.

1. Training with teacher	A. the machine independently detects patterns, identifies features, and classifies the received data
2. Learning without a teacher	B. the machine needs to correctly solve the tasks assigned to it in the external environment, having several possible options for action
3.	B. Reinforcement learning. it involves using a complete set of featured data (marked up with a date set) to train the AI system at all stages of its creation

3. Set a match.

1. Based on a set of predefined rules and algorithms written into the program to respond to user A's requests	. These chatbots are the simplest and have significant limitations in using the received data
2. Based on the principles of machine learning	B. These chatbots allow a computer program to learn independently, solving many similar tasks in the process of interacting with a person.

Open-type tasks

1. _____ – huge amounts of data that require special methods and technologies for their processing, analysis, and use.
2. What is the name of a special Internet service that can communicate with a person in a normal language by text or voice?
3. _____ – the process of defining and identifying objects and patterns in images.

UK-1 is able to search, critically analyze and synthesize information, apply a systematic approach to solving tasks.

B1. 0. 04. 01 Mathematics

Tasks with a choice of one or more possible answers

1. What actions can be performed on matrices?

(choose two responses)

- 1) share
- 2) raise to the power of
- 3) logarithm
- 4) subtract
- 5) multiply
- 6) differentiate

2. A basis in 3-dimensional space is...

(choose one of the answers)

- 1) three coplanar vectors
- 2) three non-planar vectors
- 3) two linearly dependent vectors
- 4) two linearly independent vectors
- 5) any two vectors
- 6) any three vectors

Tasks for establishing a sequence

1. In what order is the derivative calculated by definition (not by the table of derivatives)?

- 1) Δy ; 2) $\Delta y / \Delta x$; 3) Δx .

2. In what sequence are the extrema of functions found?

1) the intervals of monotonicity of the function are determined; 2) the critical points are determined; 3) the derivative of the function is found; 4) the criterion for the existence of the derivative is applied.

3. In what sequence is the function graph constructed?

1) the inflection points are found 2) the graph is examined for parity 3) $D(f)$ is found; 4) the extremum points are found 5) the asymptotes are found.

Compliance tasks

1. Establish a correspondence between mathematical objects and their geometric meanings:

Object	Geometric meaning
1) the derivative of a function at point	A. area of the parallelogram
2) vector product	of B. volume of a parallelepiped
3) mixed product of vectors	in. Tangent of the slope of the tangent

2. Establish a correspondence between functions and their derivatives

Function	The Derivative Function
1) is $Y = \operatorname{tg} x$	A. $\frac{1}{1+x^2}$

2) $Y = \arcsin x$	B. $\frac{1}{\cos^2 x}$
3) $Y = \arctg x$	B. $a^x \ln a$
4) $Y =$	$\frac{1}{\sqrt{1-x^2}}$

Open-type tasks

1. What is the geometric meaning of a certain integral?
2. What is $\arcsin(a)$?
3. Describe the main event classes

CC 1-Is able to search for critical analysis and synthesis of information, apply a systematic approach to solving tasks.

B1. O. 04. 02 Information systems in economics and management

**Tasks with a choice of one or more possible answers
(choose one answer option)**

1. An information system that supports operational and managerial accounting at an enterprise and provides information for operational management decision-making is called:

- a) the management system;
- b) control automation system;
- c) operational accounting system;
- d) corporate information system.

2. A set of methods and software and hardware integrated into a technological chain that provides the collection, processing, storage, distribution and display of information in order to reduce the complexity of the processes of using information resources, as well as increase their reliability and efficiency, is called:

- a) information management system;
- b) information technology;
- c) the information process;
- d) an information resource.

3. Automated information systems designed to solve mathematically complex problems that require large amounts of a wide variety of information are called:

- a) a decision support system;
- b) an intelligent information system;
- c) an automated information and computing system;
- d) an automated training system.

Tasks for establishing a sequence

1. Determine the sequence of industrial revolutions based on their characteristics:

- A) Application of electricity and conveyor.
- B) Development of semiconductors and computers.
- B) The invention of the steam engine.
- Γ) Digital technologies.

2. Set the correct sequence of information lifecycle stages:

- A) Data streams transfer information to subsystems.
- Б) Information sources generate information flows.
- В) Processes transform information and generate new flows.
- Г) New streams transfer information to other data storage devices or external entities that consume information.

3. Establish the correct sequence of procedures for converting economic information:

- A) Making a decision
- Б) Broadcast
- В) Search
- Г) Processing
- Д) Storage and accumulation
- Е) Machine coding
- Ж) Collection and registration

Compliance tasks**1. Correlate the name of the element of the projected information technology technological support with its characteristics:**

1	Information support	A	combines a set of language tools for formalizing natural language, constructing and combining information units in the course of user communication with computer equipment
2	Linguistic support	B	is a set of technical tools (technical means for collecting, registering, transmitting, processing, displaying, replicating information, office equipment, etc.) that ensure the operation of IT
3	Technical support	In	C is a set of design solutions in terms of the volume, placement, and organization of information circulating in the IP
4	Software	D	includes a set of programs that implement the functions and tasks of the IP and ensure the stable operation of complexes of technical means

2. Since the management process of any organization in the economy is implemented exclusively through the formation and implementation of management decisions, compare the names of the group of management decisions with their characteristics:

1	Operational decisions	A	are usually made by mid-level managers responsible for providing the means to achieve the goals and intentions set by the top-level decision makers
2	Tactical decisions	B	are made based on the company's goals defined in its charter and clarified by the company's top management
3	Strategic decisions	In	C periodic: the same task occurs periodically

Open-type tasks

1. _____ - This is an organized socio-economic, scientific and technical process of creating optimal conditions for meeting information needs and realizing the rights of citizens, state authorities, local self-government bodies, organizations, and public associations based on the formation of a unified information system. and use of information resources.

2. _____ information that characterizes the current and prospective position of firms, the current situation on the capital market, investments, securities issues, formed as a result of conducting own or custom research, as well as obtained from independent sources.

UK-1 is able to search, critically analyze and synthesize information, apply a systematic approach to solving tasks.

B1. O. 04. 05 Economic statistics

Tasks with a choice of one or more possible answers

1. The operation of calculating the total totals for a set of observation units and formatting this material in statistical tables is:

1. simple summary
2. complex summary
3. centralized summary
4. manual summary

2. The relationship between the number of groups (n) and the number of population units (N) is expressed in the Sturges formula:

1. $1+2.322 \lg N$
2. $2+1.422 \lg N$
3. $1+3.322 \lg N$
4. $1+3.322 \ln N$

3. Simple arithmetic mean is used:

1. in cases where the calculation is based on grouped data
2. in cases where the calculation is based on non-grouped data, when there are no weights or they are very difficult to determine
3. when data is grouped but no weights are present
4. when the population is grouped and the specific weights are different

4. Which of the variation indicators characterizes the absolute size of the trait fluctuation around the average value:

1. variance
2. range of variation
3. mean square deviation
4. empirical correlation relation

Tasks for establishing a sequence

1. Specify the sequence of stages of the statistical study:

1. grouping of statistical data
2. calculation of primary absolute indicators
3. statistical observation
4. calculation of average level indicators

2. Specify the sequence of methodological questions for statistical observation

1. development of an observation program, which is a list of features to be registered during statistical observation

2. defining the purpose and objectives of statistical observation
3. establishing the object and unit of observation
4. determination of the observation time, including the selection of the season, the establishment of the observation period (period), and in some cases the so-called critical moment

3. Specify the sequence

1. recruitment, training and placement of personnel
2. identification of sources of providing financial, material and other types of resources
3. determination of the monitoring body responsible for preparing and conducting surveillance
4. selection of the place and time of observation; organizational form of observation, type of observation by coverage of units, sources of information, method of material control

4. Specify the sequence of the grouping process:

1. calculating the number of groups
2. selecting the dimension base
3. frequency allocation
4. calculation of the average value of the feature in each group
5. defining the interval width

Compliance tasks

1. Set a match

1. Statistical reporting	A is the main form of statistical observation, by means of which statistical bodies receive the necessary data from enterprises, organizations and institutions in the form of legally established reporting documents, signed by persons responsible for the submission of these documents and the accuracy of the information collected
2. Register-based surveillance	B is a form of continuous monitoring of long-term processes that have a fixed beginning, stage of development, and fixed end
3. A census	is a specially conducted large-scale work to collect the necessary statistical information about the objects under study within the boundaries of the industry, region, or country as a whole.

2. Set a match

1. Statistical grouping	A mass, systematic, scientifically organized observation of the phenomena of social and economic life, consisting in the registration of selected characteristics for each unit of the population
2. Statistical observation	B dividing the total set of units of the object of observation by one or several essential features into homogeneous groups that differ from each other in quantitative and qualitative terms and allow us to identify socio-economic types, study the structure of the population and analyze the relationships between individual

	features
3. A feature	In a single primary element of a statistical population that is characterized by common properties.

3. Set a match

1. Continuous observation	A. an observation that is repeated at regular intervals
2. Selective observation	of B. a survey that provides information about the quantitative characteristics of a phenomenon or process at the time of its investigation
3. One-time observation	of B. observation based on the principle of random selection of those units of the studied population that should be observed
4. Periodic monitoring	of g. observation in which information is collected about all units of the population under study

4. Set a match

1. Quantitative trait	A person's gender
2. Attribute attribute	B residential area
3. Alternative attribute	C product color

Open-type tasks

1. The mass of individual elements, objects, and units that are united by a single quantitative basis, but differ in a number of features – this is _____.
2. A property, characteristic feature, or feature of an aggregate unit that can be recorded, observed, analyzed, etc. is _____.
3. HScientifically organized processing of statistical observation materials in order to obtain generalized characteristics of the phenomenon under study for a number of essential features is _____.
4. Arelative value that shows how many times the level of the studied phenomenon in these conditions differs from the level of the same phenomenon in other conditions, or reflects the change in the value of one feature considered not in isolation, but in a system of other features. – this is _____.

UK-1 is able to search, critically analyze and synthesize information, apply a systematic approach to solving tasks.

B1. O. 04. 07 Formation and accounting of economic indicators of the enterprise

Tasks with a choice of one or more possible answers

1. Cash is recorded in the balance sheet as follows:

1. non-current assets
2. current assets
3. equity
4. current liabilities

2. On the basis of what primary documents are entries made for account 51 "Settlement accounts" in accounting registers?

1. primary documents for crediting and debiting money from the current account;
2. bank statements for the current account;
3. bank statements on the current account with primary documents attached to it.

3. What type of tax is paid by companies according to their profit?

1. Value Added tax (VAT);
2. Income tax;
3. Income tax;
4. Property tax.

Tasks for establishing a sequence

1. Establish the sequence of accounting objects in accordance with Article 5 of Federal Law No. 402-FZ of 06.12.2011 "On Accounting":

1. sources of financing activities;
2. facts of economic life;
3. assets.
4. obligations;
5. expenses.
6. income;
7. other objects, if this is established by federal standards.

2. Set the sequence of accounting (financial) reporting forms:

1. statement of financial results;
2. balance sheet;
3. applications.

3. Establish the sequence of documents in the field of accounting regulation:

1. federal accounting standards, federal public finance accounting standards;
2. industry-specific accounting standards, industry-specific government accounting standards;
3. recommendations in the field of accounting;
4. Regulatory acts of the Central Bank of the Russian Federation;
5. standards of an economic entity.

Compliance tasks

1. Establish a correspondence between business operations and account correspondence:

1. VAT is charged on the volume of products sold	a) Dt 90 "Sales" Kt 68 "Calculations on taxes and fees"
2. Property tax	is charged b) Dt 99 "Profits and losses" Kt 68 "Calculations on taxes and fees"
3. Income tax is accrued	in the following cases:) Dt 91 "Other income and expenses" Kt 68 "Tax and fee calculations"

2. Establish a correspondence between business operations and account correspondence:

1. Insurance premiums have been accrued from workers 'salaries	a) Dt 69" Social insurance and welfare payments "Kt 51 " Settlement accounts"
2. Insurance contributions are accrued from the salaries of administrative and managerial personnel	b) Dt 20 "Main production" Kt 69 "Social insurance and welfare payments"
3. Insurance contributions to extra-budgetary funds are transferred	in the following cases:) Dt 26 "General economic expenses "Kt 69"Social insurance and welfare payments"

3. Establish a correspondence between the duration of the depreciation period in the reporting year and the items of fixed assets entered and written off during one year

1. commissioned on March 15	a) 9 months
2. decommissioned on August 8	b) 8 months
3. commissioned on August 6	c) 4 months

Open-type tasks

1. The form of accounting statements that contains summary information about the value of the organization's property and liabilities is ...

2. For accounting purposes, the object is.... an asset is considered to have the following characteristics at the same time:

a) has a material and material form;

b) is intended for use by the organization in the normal course of business in the production and (or) sale of its products (goods), in the performance of works or services, for environmental protection, for providing for a fee for temporary use, for management needs, or for use in the activities of a non-profit organization aimed at achieving the goals set by the Legislation of the Russian Federation; for which it was created.

c) is intended for use by the organization for a period of more than 12 months or a normal operating cycle exceeding 12 months;

d) is able to bring the organization economic benefits (income) in the future (to ensure that the non-profit organization achieves the goals for which it was created).

3. Name the required details of primary documents.

UK-2. It is able to determine the range of tasks within the set goal and choose the best ways to solve them, based on current legal norms, available resources and restrictions.

B1. O. 01. 04 Jurisprudence

Tasks with a choice of one or more possible answers

1. State sovereignty means:

- a) the supremacy of State power within the country;
- b) external independence of state power;
- c) the supremacy of state power within the country and its independence outside;
- d) the supremacy of state power from the outside.

2. The supremacy of State power means:

- a) that within the state borders, no one but the State has the right to issue laws, i.e. acts of the highest legal force, binding on the entire population of the country;
- b) that state authorities subordinate to themselves the activities of local self-government bodies;
- c) both answers are correct.
- d) that state authorities do not have the right to subordinate the activities of local self-government bodies.

3. State power is divided into:

- a) legislative and executive functions.
- b) executive and judicial;
- c) legislative, executive and judicial functions;
- d) legislative and judicial activities.

Tasks for establishing a sequence

1. Establish the sequence of development of the society, according to the formational approach:

- 1) Feudal;
- 2) Bourgeois;
- 3) Communist;
- 4) Slaveholding.

2. Prioritize the application of laws, if there are any contradictions in them:

- 1) international,
- 2) federal funds,
- 3) regional ones.
- 4) local users.

3. Determine the legal force of regulatory legal acts. Arrange the regulatory legal acts in the correct order in descending order of their legal force:

- 1) Decree of the President of the Russian Federation No. 156 of March 19, 2021 "On Members of the Central Election Commission of the Russian Federation"
- 2) The Constitution of the Russian Federation;
- 3) Federal Constitutional Law No. 4-FKZ of 06.11.2020 "On the Government of the Russian Federation"
- 4) Federal Law No. 131-FZ of 06.10.2003 "On General Principles of Organizing Local Self-Government in the Russian Federation"

Compliance tasks

1. Determine which political movement is characterized by the following definition of the state

Definition of the State	Political trend
The state is an instrument in the hands of the ruling class (A)	Statism (1)
The state is a soulless machine that suppresses the individual (B)	Marxism (2)
The state is the main and most effective means of increasing the welfare of the people and improving the security of the country (C)	Clericalism (3)
State - the power by which God's providence is carried out (D)	Liberalism (4)

2. Establish a correspondence between the forms of law and their content:

Form of law	Content
normative act (A)	rule habitual behavior (1)
legal custom (B)	court decision (2)
legal precedent (C)	agreement between legal entities (3)
normative contract (D)	legal act containing legal norms (4)

3. Establish a correspondence between the electoral system and its characteristics:

Electoral system	Essence
majority electoral system (A)	principle of proportional representation (1)
proportional electoral system (B)	application of different systems (2)
mixed electoral system (C)	majority principle (3)

Open-type tasks

1. _____ — solving a specific legal case based on a legal norm designed not for this case, but for similar cases.

2. _____ — solving a specific legal case based on the general principles and meaning of law.

3. _____ - form (genre) of pre-election campaigning carried out using electronic and / or printed means of mass influence on the voter. Forms of campaigning carried out through the media include: speeches, interviews, and press conferences of candidates, representatives of electoral associations, and initiative groups of voters.

CC-2 is able to determine the range of tasks within the set goal and choose the best ways to solve them, based on current legal norms, available resources and restrictions

B1. O. 01. 06 Ministry Training

1. How is the transfer of social subjectivity of the present to the future called in project activities?

a. The project.

- б. Project activities;
- в. Projection.
- г. Designing.

2. What is the process of creating a prototype or prototype of a proposed or possible object (state) in project activity?

- а. The project.
- б. Project activities;
- в. Projection.
- г. Designing.

3. What is the name of the form of foresight in the project activity, an estimated assessment of the future state of the object, the conditions of its occurrence?

- а. Planning;
- б. Regulation;
- в. Forecasting;
- г. Projection.

4. What is the scientific and practical justification for defining goals, identifying tasks, timing, pace, proportions of development of a particular phenomenon, and its implementation in project activities?

- а. Planning;
- б. Regulation;
- в. Forecasting;
- г. Projection.

5. What is the name of intellectual activity in project activity, which consists in purposefully constructing an object in an ideal form?

- а. Regulation;
- б. Forecasting;
- в. Construction;
- г. Projection.

Tasks for establishing a sequence

1. Project content management includes the following sequence of processes:

- а) collection of requirements;
- б) creating a hierarchical structure of work;
- в) content management planning;
- г) determination of the content;
- д) confirmation of the content;
- е) content control

2. Human resource management in the project management process includes a certain sequence of stages:

- a) recruitment of the project team;
- b) development of the project team;
- c) managing the project team;
- d) development of a human resource management plan

3. Project integration management in the process of project activity includes the following sequence of processes:

- a) development of a project management plan;
- b) project knowledge management;
- c) development of the project charter;
- d) management and management of project activities;
- e) monitoring and control of project activities;
- f) closure of the project;
- g) integrated change control

4. Project schedule management includes the following sequence of processes:

- a) defining operations;
- b) estimation of the duration of operations;
- c) schedule management planning;
- d) determining the sequence of operations;
- e) development of a timetable;
- f) schedule management

5. In the process of project activity , project cost management includes the following sequence of processes:

- a) determination of the budget;
- b) cost management planning;
- c) cost estimation;
- d) cost control

Compliance tasks

1. Compare the following concepts and definitions:

1. Project cost management	A. describes the processes required to meet the approved project budget
2. Project	B quality management. regulates the content of activities aimed at meeting the project objectives

2. Compare the types of processes and their content:

1. Execution processes	of A. Coordinate people and other resources to execute plan
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2. management and control processes	B. monitoring, measuring the progress of work, determining the necessary corrective actions, their coordination and application
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3. Compare the types of project analysis and methods of their implementation:

1. Commercial analysis	of A. Analysis of production conditions and sources of resources. Technical alternatives, project scope. Location options
2. Technical analysis	B. Analysis of supply and demand. Market segmentation. Pricing strategy

4. Compare the types of project analysis and methods of their implementation:

1. Financial analysis	A. Cost-benefit analysis. Evaluating the effectiveness and sensitivity of the project
2.	B. Economic analysis Analysis of financial profitability. Need for funding. Financial analysis of the company operating the project

5. Compare the types of project plans and their content:

1. Current plan	A. specifies deadlines for completing work packages, resource requirements, and sets clear boundaries between the work areas that the implementing organizations are responsible for, by year and quarter
2. Operational plan	B. details tasks for participants for a month, week, or day by work package

Open-type tasks

1. Methodology for organizing, planning, directing, and coordinating labor, financial, and material resources throughout the project cycle, aimed at effectively achieving its goals by applying modern management methods, techniques, and technologies to achieve results defined in the project in terms of the composition and scope of work, cost, time, quality, and satisfaction of project participants it's called _____...

2. ... _____ This is a time-limited, purposeful change to a separate system with established requirements for the quality of results, possible limits for spending funds and resources, and a specific organization.

3. What is the common name for a set of projects, programs and sub-portfolios, including their operational activities, that are managed in a group mode to achieve strategic goals in project management? ...

4. What is the name of the person who is responsible for recruiting and forming the so-called project team responsible for achieving the goals of the project being implemented? ...
5. What is the name of the produced result of a person's creative activity, which necessarily has its own dimension, and is also either the final or intermediate point of the project being implemented in the project activity?...

CC-2-Is able to determine the range of tasks within the set goal and choose the best ways to solve them, based on current legal norms, available resources and restrictions

B1. O. 02. 04 Project activity

Tasks with a choice of one or more possible answers

1. In what years of the twentieth century did Russia become a participant in the global process of project management development?

- a) In the 70s.
- b) In the 50s.
- c) In the 90s.
- d) In the 80s.

2. Define international standards. Choose the correct answer.

- a) standards that have gained international significance in the course of their development or are intended for international use;
- b) created for use within the same country.
- c) designed for use within the same company or within a group of related companies.
- d) standards that have gained international significance.

3. What is the name of the domestic project management system, which competes well with the leading foreign analogues, released in 1992?

- a) Spider Project
- b) Project Expert
- c) MS Project
- d) INEK-Analyst

4. What is the most complete concept of "project management"? Give a definition.

- a) it is a tool for planning and managing project deadlines
- b) this is a methodology for organizing, planning, and coordinating labor and other resources throughout the project cycle, aimed at effectively achieving goals
- c) This is a technique for evaluating and analyzing programs and projects that is used in project management
- d) this is the direction of the methodology of scientific knowledge, which is based on the consideration of an object as a system

5. What is the Technology for evaluating and revising program implementation plans? Give a definition.

- a) analysis of the time interval from the current moment to a particular day in the future, for which the plan is designed
- b) this is a methodology for organizing, planning, and coordinating labor and financial resources throughout the project cycle
- c) the direction of the methodology of scientific knowledge, which is based on the consideration of an object as a system
- d) a program and project evaluation and analysis technique used in project management and production process analysis

Tasks for establishing a sequence

1. Arrange the project lifecycle phases in the correct sequence:

- A) research
- B) planning
- B) realization
- Г) end of the project

2. Arrange the Risk group processes in the correct order according to GOST R ISO 21500:

- A) risk identification
- B) risk assessment
- B) development of anti-crisis measures

Г) risk management

3. Arrange the corporate Project management system (CSM) implementation processes in the correct sequence:

- A) development of repeatable processes and regulatory documents for project management
- Б) organization of staff training in project management
- В) creating a project management culture
- Г) regulation of which objects will be benchmarked
- Д) analysis of errors in the implementation of previous programs and projects

4. Arrange the stages of project team formation in the correct order:

- A) Storming
- Б) Forming
- В) Performing
- Г) Stabilization
- Д) Breaking up

5. Arrange the stages of the project team's life cycle in the correct sequence:

- A) escalating conflicts
- Б) forming
- В) reformation
- Г) stabilization
- Д) disbandment

Compliance tasks

1. Establish a correspondence between the stages of project management development and events related to these stages:

Stages	of the Event
1. 1930-50-the beginning of project management in the West	A) the PERT network planning system was developed and tested for the Polaris program (US Navy)
2. 1960 - ies-development of net-	B) an integrated logistics system

work planning methods	
is being developed 3. 1970-development of a systematic approach to management	C) The critical path method (CPM) receives legislative support
4. 1980s-project management as a field of professional activity D)	configuration and change management methods are introduced into practice

2. Establish a correspondence between the group of indicators that characterize the business process and the examples of indicators for each group:

Indicators	Examples
1. Performance indicators	A) the ratio of the " output " of the process (result) to what was planned to be received (for example, according to time and quality criteria)
2. Performance indicators	B) number of automated process functions
3. Performance indicators	B) ratio of actual process execution time to planned execution time

3. Establish a correspondence between the section of the business plan and its content:

Indicators	Examples
1. Summary	A) competitiveness analysis
2. Marketing plan	B) summary of project
information 3. Production plan	B) description of the necessary resource and raw material supply
4. Organizational plan	Г) schedule for the implementation of the selected project

4. Establish a correspondence between the time reserve and its calculation formula:

Time reserve	Calculation formula
1. Full reserve	A) $TF_{ij} = LS_{ij} - ES_{ij} = LF_{ij} - EF_{ij}$
2. Free reserve	B) $FF_{ij} = ES_j - EF_{ij}$
3. Independent reserve	B) $IF_{ij} = \max\{0, ES_j - (LF_i + D_{ij})\}$
4. Guaranteed reserve	Г) $SF_{ij} = LF_{ij} - (LF_i + D_{ij})$

5. Establish a correspondence between the elements of the charter structure and its sections:

Bylaws elements Bylaws	sections
1. Change management	A) Bylaws sections Defining the Project manager's responsibility
2. Critical success factors	B) Bylaws sections defining individual project processes

3. Key milestones	B) Bylaws sections defining the project's organizational structure
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Open-type tasks

1. the process of using information about project content and resources to determine the duration of work and then use this parameter when creating a project schedule is called - _____

Answer: estimating the duration of operations

2. The network planning method that determines the duration of a project by analyzing which sequence of operations (which path) has the least flexibility for planning (the least time reserve) and identifying the longest chain of operations is called the method - _____

Answer: the critical path.

3. A project that needs to be completed in a timely manner is called - _____

Answer: a time-limited project

4. A project in which the level of available resources cannot be exceeded is called - _____

Answer: a project with a limited number of resources.

5. _____ - this is a policy document that includes the planned costs and revenues of the project, with a distribution by item and corresponding time periods.

UK-2. It is able to determine the range of tasks within the set goal and choose the best ways to solve them, based on current legal norms, available resources and restrictions.

B1. O. 04. 04. Management

Tasks with a choice of one or more possible answers

1. What is the most attractive strategy for a company that cannot continue to develop with this product within this industry:

1. concentrated growth,
2. integrated growth,
3. diversified growth,
4. abbreviations.

2. What doesn't apply to the enterprise macro environment:

1. legal regulation,
2. suppliers,
3. natural environment,
4. political processes.

3. The creation of a network of gas stations by an oil refining company is an example of a strategy:

1. forward-looking vertical integration,
2. reverse vertical integration,
3. horizontal diversification,
4. strengthen your position in the market.

4. Which of the structural elements (processes) of the organization's strategic management system provides a stable feedback between how the process of achieving its goals is progressing and what results its activities are aimed at:

1. the process of analyzing and selecting a strategy,
2. strategy execution process,
3. the process of evaluating and monitoring the implementation of strategies,
4. there is no correct answer.

5. Management as management in the market and market economy means:

1. the firm's focus on market demand and needs.
2. economic dependence on regional government bodies.
3. strict command and administrative planning.
4. the absence of subjects responsible for the final results of the company's activities.

Tasks for establishing a sequence

1. Arrange the various schools and management approaches in the correct chronological order:

1. Administrative school.
2. School of Human Relations.
3. Process approach.
4. Classical school.
5. The bureaucratic school.
6. Quantitative school.
7. Situational approach.
8. A systematic approach.

2. Arrange the management links in the structure of the management pyramid in the correct sequence, starting from its base:

1. Middle management.

2. Senior management.
3. Grassroots management or operational managers.

3. Arrange the components of the 5S system in the correct order:

1. cleaning.
2. improvement.
3. sorting.
4. rational placement.
5. standardization.

4. Arrange the stages of the management decision-making process in the correct sequence:

1. identifying the problem,
2. situation analysis,
3. developing alternatives,
4. defining the selection criteria,
5. approval of the decision,
6. choosing the best alternative,
7. monitoring and evaluation of results,
8. Implementation management.

5. Arrange the steps of the organization's management structure design process in the correct sequence:

1. analysis of the organizational structure,
2. pre-project preparation,
3. evaluation of the effectiveness of the organizational structure,
4. creating (changing) an organizational structure,
5. design of the results (technical project).

Compliance tasks

1. Choose from the suggested options the types of information that relate to the corresponding communication group in the organization.

1. Bottom-up communications	A. Suggestions for improving the performance of the division and the organization as a whole
	B. Proposals to the business plan developed in the company, made by various departments of the B management apparatus
	. Request for advice on solving a specific problem
	g. Information about personnel appointments
	. Job descriptions
2. Horizontal communications	E. Information about the company's launch of new products on the market

	J. Information about the progress of reconstruction in the company
	Z. Information about creating new divisions in the company
	and. Information about the reasons for dismissal from the organization

2. Establish a correspondence between concepts and their characteristics.

1. Administrative powers	of A. They assume that the relevant managers make mandatory decisions regulating the activities of employees who are directly subordinate to other (line) managers
.2	B.'s functional powers consist in the fact that their holders have the right to make decisions that are binding on those concerned
. 3 B.'s control and reporting powers	presuppose a direct official link between managers and performers
. 4 The linear powers	of a Manager allow their holders to check the activities of other employees, require them to provide the necessary information, analyze it, and send the results along with their own conclusions to the appropriate authorities

3. Select which performance indicators of the organization belong to the appropriate group of management system performance indicators.

1. Quantitative indicators of management efficiency.	A. Professional development of managers
	B. Reducing the complexity of management processes
	B. Yjob
satisfaction 2. Qualitative indicators of management efficiency.	d. Reduction of management costs
	d. Improving the scientific and technical level of management

4. Establish a correspondence between the principles of building an organizational structure and their characteristics.

1. The principle of controllability	A. The design of the management structure should be carried out in such a way as to ensure the technological division of labor in the formation of structural divisions
2. The principle of specialization	B. of management involves fixing the ratio of the number of managers and the number of employees subordinate
to them 3. The principle of centralization	of Management involves grouping functional links at each organizational level in such a way

	that each link works to achieve a specific set of goals and bears full responsibility for the quality of performance of its functions
4. The principle of professional regulation	of management When designing a management structure, it is necessary to combine management work with the repetitive nature of operations, the uniformity of techniques and methods of their implementation

5. Choose from the suggested options the types of functions that belong to the corresponding group of management functions:

1. Specific management functions.	A. Sales of products.
	b. Supply of resources to the enterprise.
	c. Planning.
2. Main management functions.	D. Organization.
	D. Motivation.
	E. Control.

Open-type tasks

1. Identify groups of factors that affect the effectiveness of management decisions in the organization.

2. At the turning site, instead of three specialized teams, one integrated team is organized, which unites workers of different professions and specialties and performs the entire process of manufacturing parts for the hydraulic cylinder. As a result of the creation of a comprehensive team at the site, it was possible to reduce 6 turners of the third category. There are the following data on teams: the number of foremen before the implementation of the event – 3 people, after the implementation of the event-1 person; the number of workers on the site before the implementation of the event-65 people, after-59 people; hourly tariff rate of a third-class turner – 55 rubles; annual working time fund-251 days; additional payment to the foreman for management for the team before the event implementation – 350 rubles per month, after-600 rubles; the production program for the year – 5,800 parts. Determine: the team's labor productivity after the implementation of the event; the rate of labor productivity growth; the team's salary fund for the year after the implementation of the event; the annual savings of the salary fund.

3. What is the name of a management concept focused on optimizing business processes with maximum market orientation and taking into account the motivation of each employee?
4. Name an organizational management structure in which each employee is subordinate to only one manager, and the manager is a universal specialist. This structure is typical for small businesses.
5. What is management authority?

UK-3 is able to carry out social interaction and realize its role in the team

B1. O. 01. 06 Ministry Training

Tasks with a choice of one or more possible answers

1. What is the name of the highest form of association of people that creates the most favorable conditions for joint (team) activities?

- a) an association;
- b) the team;
- c) a corporation.

2. What is a two-way process that involves, on the one hand, the individual's assimilation of social experience by entering the social environment, and, on the other hand, the process of active reproduction of the individual's system of social ties due to his active activity?

- a) development;
- b) education;
- c) socialization.

3. What is nonconformity?

- a) complete rejection of the group, its norms and opinions
- b) lack of one's own position, unprincipled and uncritical adherence to any model,
- c) having the greatest pressure force
- d) resistance to group pressure, conscious self-determination of a person in a group (team)

4. Identify the phenomenon: the given composition of the group (team) is possible to ensure that the group performs its functions, and the group members can interact.

- a) about the cohesion of the group (team)
- b) about the compatibility of the group (team)

5. The form of recreating the subject and social content of a certain activity:

- a) business game
- b) auto-training
- c) modeling

Tasks for establishing a sequence

1. Set the sequence of team building stages.

- a. Acquisition (re-acquisition)
- б. Introduction and its deepening
- В. Institutionalization

- г. Setting up a shared vision
- д. Positioning (repositioning)
- е. Accomplishment
- ж. Analysis
- 3. Development of further actions based on the result of reflection of the previous stage

2. Set the sequence of team development stages.

- a. Adaptation
- б. Grouping and cooperation
- в. Rationing of activities
- г. Functioning

3. Set the sequence of five stages of team building and building together.

- a. Lapping stage
- б. Conflict stage
- в. Experimental stage
- г. Creative stage
- д. Stage of maturity

4. Set the sequence of communication stages in the course of social interaction.

- a. establishing a contact
- б. orientation in a situation (people, circumstances, etc.)
- в. discussion of the issue or problem
- г. making a decision
- д. log out of a contact

5. Specify the sequence of stages of social rehabilitation when working with minor children.

- a. post-rehabilitation child protection
- в. Diagnostic work
- в. rehabilitation

Compliance tasks

1. Find a correspondence between the concept and its definition

1. Personality	а. a person as a subject of social interaction, activity
2. Individuality	б. a set of characteristics of character and mental makeup that distinguish one person from another
3. Socialization of the individual	в. the process of adaptation, formation of a person in society

4. Reflection	г. the mechanism of self-knowledge in the process of communication, which is based on the ability of a person to represent how he is perceived by a partner in social interaction
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2. Find a match between the concept and its definition:

1. Social role	a. function (normatively approved pattern of behavior) expected from everyone who occupies this position in the course of social interaction
2. Identification	б. way of understanding another person, likening him, identifying with him
3. Social perception	в. perception of external signs of a person, correlating them with his personal characteristics, interpretation and prediction of his actions on this basis

3. Find a match between the author and his achievement

1. Kurt Lewin	a. founded the research center for group dynamics
2. Carl Jung	б. introduced the concept of two types of personality orientation: "extraversion" and "introversion"

4. Find a match between the concept and its definition

1. Exhaustion and disorganization of the body as a result of prolonged exposure to stressful factors are:	a. Distress
2. Depletion of physical and mental resources is:	б. Combustion

5. Set a match

1. attitude	A. internal predisposition to adaptation; without this, adaptation may not work; it may be formed in the process of self-manifestation
2. condition	B. a factor that determines the person himself in the process of adaptation; allows him to overcome various difficulties
3.	B. self-activity determines an internal predisposition to self-manifestation; it can be favorable or unfavorable; it is determined by an internal factor (for exam-

	ple, health status) and an external one (novelty, acceptance or rejection by the environment, etc.); it can change in the process of adaptation both for the better and for the worse
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Open-type tasks

1. In the course of social interactions, we often encounter conflict interactions. Define a conflict using the formula: "conflict = conflict situation +..."
2. Team members may have trouble understanding each other. What is a communication barrier?
3. What is the name of the feeling of emptiness and fatigue caused by work, reduced emotional background, indifference or emotional satiation?
4. Group cohesion is expressed in the degree of...
5. – This is the creation of a group of employees who work together to achieve common goals and objectives of the company as a whole and complete individual projects.

UK-3

Able to engage in social interaction and fulfill your role in the team

B1. O. 02. 01 Russian language and Speech culture

1. Specify a maxim that is part of the principle of cooperation and says that the statement should tell the truth, it is necessary to avoid false information, from the point of view of the addressee, or those in which he is not completely sure (choose one answer option).

- 1) quantity maxim
 - 2) quality maxim
 - 3) method of expression
 - maxi** relevance maxim
- m 4)**

2. Specify a maxim that is part of the principle of cooperation and recommends not to deviate from the topic (choose one answer option).

- 1) quantity maxim
 - 2) quality maxim
 - 3) method of expression
 - maxi** relevance maxim
- m 4)**

3. Specify a maxim that is part of the principle of politeness and says:: a) reduce the censure of others, b) increase the approval of others (choose one answer option).

- 1) maxim of tact
- 2) maxim of generosity
- 3) maxim of approval
- 4) maxim of consent

4. Specify a maxim that is part of the principle of politeness and says:: a) reduce your own benefits, thus increasing your own costs; b) increase the benefits of others (choose one answer).

- 1) maxim of consent
- 2) maxim of generosity
- 3) maxim of modesty
- 4) maxima of sympathy

5. Specify nonverbal means of communication (choose one answer option).

- 1) intonation, facial expressions, gestures and poses
- 2) facial expressions and gestures
- 3) poses and gestures
- 4) gestures

Tasks for establishing a sequence

1. Set the correct sequence of compositional parts of your speech.

- 1) conclusion
- 2) selection of arguments
- 3) introduction
- 4) thesis formulation

2. Establish the correct sequence of stages in the rhetorical canon.

- 1) elokucia
- 2) aktio
- 3) disposition
- 4) invention
- 5) memorio

3. Establish the correct sequence of elements in the communication model proposed by Aristotle.

- 1) speech
- 2) listener
- 3) speaker

4. Set the correct sequence of sentences to get the text.

- 1) The measures taken will be reported immediately.
- 2) Significant material damage was caused to the property of the villages of Ivanovka, Shepilovo and Vyazniki, estimated, according to preliminary data, in the hundreds of thousands of rubles.
- 3) The wind speed reached 30-35 meters per second.
- 4) We would like to inform you that yesterday, shortly after midnight, a strong thunderstorm swept over the district center – the city of Nizhny Lomov and the surrounding countryside, which lasted about an hour.

5. Set the correct sequence of stages for the oral discussion.

- 1) Presentation of the thesis by one of the participants, justification of its validity on the basis of pre-prepared arguments.
- 2) Response of the first panelist to the second panelist's speech.
- 3) Summing up the results.
- 4) Preparation for the discussion: familiarization with materials, collecting information, developing a system of arguments.
- 5) Refutation of the thesis put forward by the opponent.
- 6) Defining the topic of discussion.
- 7) Connect other panelists to the discussion.

Compliance tasks**1. Set the matches.**

	Type of eloquence		Content
1	academic eloquence	a)	the type of speech that aims to express an emotional attitude, to give an assessment of the person or event that gave rise to the speech
2	socio-political eloquence	b)	a type of speech designed to have a purposeful and effective impact on the court, to contribute to the formation of the beliefs of judges and citizens present in the courtroom
3	judicial eloquence	in)	a kind of speech that helps to form a scientific worldview, is distinguished by scientific presentation, deep argumentation, logical culture
4	social and everyday eloquence	d)	the type of speech delivered from the church pulpit, as well as official speeches of clergy addressed to church servants or other officials

5	spiritual eloquence	d)	a type of speech in the political and ideological life of society that aims to give a socio-political description and assessment of any facts, events and processes of political life, and to form the audience's opinion that is desirable for the speaker
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2. Set the matches.

	Type of eloquence		Types of speech
1	academic eloquence	a)	political review, parliamentary speech, rally speech
2	socio-political eloquence	b)	anniversary speech, table speech, funeral speech
3	judicial eloquence	c)	university lecture, scientific report, scientific review
4	social and everyday eloquence	d)	sermon
5	spiritual eloquence	d)	lawyer's speech, prosecutor's speech

3. Set the matches.

	Aspect of speech culture		Content
1	nominative aspect	a)	knowledge of the rules of speech behavior and the ability to apply them in specific communication situations
2	communicative aspect	b)	compliance of speech with the requirements that have been formed in a given language group in a certain historical period
3	ethical aspect	b)	selection of appropriate and justified language means in a particular communication situation, conscious use in speech practice of those words, word forms and phrases that most correspond to the communicative situation and meet the goals of communication

4. Set the matches.

	Forms of business communication		Feature
1	Discussion	a)	form of business communication, the purpose of which is to present infor-

			mation, goods or services
2	business conversation	b)	a form of communication that involves an exchange of views on a problematic issue, as well as the ability to convince the interlocutor of its correctness
3	presentation	c)	a business conversation between a candidate for a position and an employer, the purpose of which is to obtain the corresponding position (for applicant) and objective information about the potential employee (for the employer)
4	interview	d)	a form of business communication that is not characterized by formal requirements for the results of interaction and involves a working discussion of one or more current issues

5. Set the matches.

	Communicative qualities of speech		Characteristic
1	relevance	a)	communicative quality of speech that reflects the relationship between language and thinking and reveals the presence of certain skills and abilities of the speaker related to the correct presentation of thoughts and the construction of the text
2	logic	b)	the communicative quality of speech that characterizes speech through the relationship, on the one hand, with reality, and on the other hand, with thinking
3	purity	.)	communicative quality of speech that characterizes the relationship between speech and a specific speech situation and is embodied in the selection of certain language tools depending on the goal, addressee and, in general, the communication situation
4	accuracy	(d)	the communicative quality of speech that characterizes it through

			its relationship with the moral and aesthetic norms adopted in a given society
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Open-type tasks

1. Determine the functional and semantic type of the passage: As a result of a sociological survey conducted from September to October of the current year among all population groups, a dog is unconditionally recognized as a friend of a person. Residents of the city give the following arguments: 1) dogs participate in rescue operations (fires, foundation collapses); 2) successfully serve as bloodhounds; 3) are a source of support and joy in everyday life. Based on the above, the Department of Culture of Makeyevka announces a competition for the best sculpture project "Dog is a friend of man".

2. Determine the form of speech depending on the number of participants in the communication:

- Good afternoon, Anton Nikolaevich!

- Good afternoon, Anna Sergeevna! What events do I have planned today?

"There's a press conference at ten o'clock in the morning. And at two o'clock in the afternoon you will meet with Sergey Mikhailovich. All the documents are on your desk, you can view them.

- Thank you very much, Anna Sergeevna.

3. Define the functional style of the text: The work was done efficiently and on time. The parties have no claims against each other.

4. Read the suggestions and find errors in management. Edit the suggestions.

1) The position of the club manager is vacant.

2) Thanks to the skilful management, the profit has almost doubled in the past year.

3) Despite adverse weather conditions, the airport's operating schedule has been restored.

5. Define the discussion.

UK-3-Is able to carry out social interaction and realize its role in the team

B1. O. 02. 04 Project activity

Tasks with a choice of one or more possible answers

1. How is the transfer of social subjectivity of the present to the future called in project activities?

- д. The project.
- е. Project activities;
- ж. Projection.
- з. Designing.

2. What is the process of creating a prototype or prototype of a proposed or possible object (state) in project activity?

- д. The project.
- е. Project activities;
- ж. Projection.
- з. Designing.

3. What is the name of the form of foresight in the project activity, an estimated assessment of the future state of the object, the conditions of its occurrence?

- д. Planning;
- е. Regulation;
- ж. Forecasting;
- з. Projection.

4. What is the scientific and practical justification for defining goals, identifying tasks, timing, pace, proportions of development of a particular phenomenon, and its implementation in project activities?

- д. Planning;
- е. Regulation;
- ж. Forecasting;
- з. Projection.

5. What is the name of intellectual activity in project activity, which consists in purposefully constructing an object in an ideal form?

- д. Regulation;

- e. Forecasting;
- ж. Construction;
- з. Projection.

Tasks for establishing a sequence

1. Project content management includes the following sequence of processes:
a) collecting requirements; b) creating a hierarchical structure of work; c) planning content management; d) defining content; e) confirmation of the content; f) control of the content

2. Human resource management in the project management process includes a certain sequence of stages:
a) recruitment of the project team; b) development of the project team; c) management of the project team; d) development of a human resource management plan

3. Project integration management in the process of project activity includes the following sequence of processes:
a) development of a project management plan; b) project knowledge management; c) development of a project charter; d) management and management of project activities; e) monitoring and control of project activities; f) project closure; g) integrated change control

4. Project schedule management includes the following sequence of processes:
a) defining operations; b) estimating the duration of operations; c) scheduling management planning; d) determining the sequence of operations; e) schedule development; f) schedule management

5. In the process of project activity , project cost management includes the following sequence of processes:
a) budget determination; b) cost management planning; c) cost estimation; d) cost control

Compliance tasks

1. Compare the following concepts and definitions:

1. Project cost management	A. describes the processes required to meet the approved project budget
2. Project	B quality management. regulates the content of activities aimed at meeting the project objectives

2. Compare the types of processes and their content:

1. Execution processes	of A. Coordinate people and other resources to execute plan
2. management and control processes	B. monitoring, measuring the progress of work, determining the necessary corrective actions, their coordination and application

3. Compare the types of project analysis and methods of their implementation:

1. Commercial analysis	of A. Analysis of production conditions and sources of resources. Technical alternatives, project scope. Location options
2. Technical analysis	B. Analysis of supply and demand. Market segmentation. Pricing strategy

4. Compare the types of project analysis and methods of their implementation:

1. Financial analysis	A. Cost-benefit analysis. Evaluating the effectiveness and sensitivity of the project
2.	B. Economic analysis Analysis of financial profitability. Need for funding. Financial analysis of the company operating the project

5. Compare these types of project plans and their contents:

1. Current plan	A. specifies deadlines for completing work packages, resource requirements, and sets clear boundaries between the work areas that the implementing organizations are responsible for, by year and quarter
2. Operational plan	B. details tasks for participants for a month, week, or day by work package

Open-type tasks

1. Methodology for organizing, planning, directing, and coordinating labor, financial, and material resources throughout the project cycle, aimed at effectively achieving its goals by applying modern methods, techniques, and management technologies to achieve results defined in the project in terms of the composition and scope of work, cost, time, quality, and satisfaction of project participants....

2. ... this is a time-limited, purposeful change to a separate system with established requirements for the quality of results, possible limits for spending funds and resources, and a specific organization.

3. A set of projects, programs and sub-portfolios, including their operational activities, which are managed in a group mode to achieve strategic goals in project management is usually called...

4. The person who is responsible for recruiting and forming the so-called project team responsible for achieving the goals of the project being implemented is called...

5. The produced result of a person's creative activity, which necessarily has its own dimension, and is also either the final or intermediate point of the project being implemented in the project activity is called...

UK-3. Able to engage in social interaction and fulfill your role in the team

B1. O. 04. 04. Management

Tasks with a choice of one or more possible answers

1. Personnel policy, which is characterized by the fact that the organization is "transparent" for potential employees at any level and you can come and start working both from the lowest position and from a position at the top management level, is called:

1. closed.
2. active;
3. open;
4. progressive.

2. Staff adaptation means:

1. the process of familiarizing employees with activities and organizations and changing their behavior in accordance with the requirements of the environment;
2. the process of encouraging activities aimed at achieving certain goals;
3. providing assistance in choosing a place of work and a specific profession;
4. professional education of the need for work.

3. Adaptation of employees with professional experience is...:

1. initial adaptation;
2. professional adaptation;
3. secondary adaptation;
4. socio-psychological adaptation.

4. What is the characteristic feature of a formal group (collective) in an organization:

1. association based on interests and goals.
2. there is no clear role structure – division of labor and management.
3. a sign of a social community (for example, based on national characteristics or social origin).

4. the structure of collectives and groups is determined by the relevant official documents, which provide for the scope of duties and rights of both the entire collective and individual employees who are part of it.

5. Methods that involve transmitting information to employees that allow them to independently organize their behavior and activities are:

1. incentive methods;
2. methods of informing;
3. methods of persuasion;
4. methods of administrative coercion.

Tasks for establishing a sequence

1. Arrange in the correct sequence the stages of forming the personnel reserve at the enterprise:

1. formation of lists of those who fully meet the established selection criteria;
2. psychodiagnostic measures, passing tests;
3. nomination of potential candidates;
4. approval (signing of the order by the manager or an authorized person);
5. drawing up updated lists of personnel reserve employees.

2. Arrange the stages of employee adaptation in the new organization (team) in the correct sequence:

1. identification (identification of personal goals with the goals of the team),
2. general familiarization with the situation and adjustment,
3. assimilation (full adaptation).

3. Arrange the stages of group development in the organization in the correct order:

1. formation;
2. appearance;
3. stabilization;
4. improvement or disintegration.

4. Arrange the elements of the organization's HR management cycle in the correct sequence:

1. personnel planning;
2. personnel marketing;
3. organization of business processes;
4. management (making managerial decisions);
5. staff motivation;
6. control.
7. coordination.

5. Arrange the stages of the communication process in your organization in the correct order:

1. generating an idea.
2. decoding;
3. coding and selecting the communication channel;
4. transfer of information through the selected communication channels.

Compliance tasks

1. Choose from the suggested motivation theories those that belong to the appropriate group.

1. Meaningful theories of motivation.	A. Abraham Maslow's Hierarchy of Needs theory.
	B. Allen's theory of two groups of needs.
	B. Viktor Vroom's Theory of Expectation
2. Processual'nye teorii motivatsii	[Procedural theories of motivation].
	D. David McClelland's Theory of Acquired Needs.
	E. The theory of two factors by Frederick Herzberg.
	J. The Porter-Lawler model.

2. Set a match:

1. Technocratic approach to	human resources management Creation of such conditions and maintenance of work that would reduce the degree of alienation of the employee from his work and other employees, in which the functioning and effectiveness of production depend on the motivation of the level of employees, the degree of consideration of their interests
2. A humanistic approach to HR management	. An approach in which management decisions are subordinated to the interests of production, and the number and composition of employees are calculated based on the technique used, the technological and operational division of labor, the set rhythm of production, and the internal labor structure.

3. Select the methods for determining staffing requirements that belong to the appropriate group:

1. Methods for determining the quantitative need for personnel	A. Analysis of the documentation defining the professional qualification composition of performers for specific types of work
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	. Calculation of the number of employees based on data on the labor intensity of the work process
	B. Conducting sociological research aimed at determining satisfaction with working conditions and the level of wages
2. Methods for determining the qualitative need for personnel	G. Calculation method based on jobs and head-count standards
	. Analysis of the staffing table by job groups, professions, specialties, and salary level
	. Statistical methods that allow you to link the need for personnel with the volume of production, labor intensity of work

4. Divide the sources of recruitment in your organization into groups:

1. External sources of recruitment	A. Recommendations of already working specialists about the possibility of hiring friends and relatives
	B. Publishing ads in newspapers and magazines about vacancies
2. Internal sources of recruitment	B. Informing all departments of the organization about the availability of vacancies
	D Appeals to the employment service, employment agencies, recruiting agencies for the selection of candidates or information about candidates for vacant positions

5. Set a match:

1. Formal organization	A. A group of people whose activities are carried out on a relatively regular basis on the basis of spontaneous relationships without formal regulation, united by mutual interest, aware of and distinguishing themselves as a specific community.
2. Informal organization	- A group of people whose activities are consciously coordinated and regulated on a regular basis of impersonal connections and norms in order to achieve a common goal or goals.

Open-type tasks

1. Name the groups of factors that influence the formation of a cohesive work team.
2. Define the term "team" in relation to the organization's personnel management.
3. List the distinctive features and give examples of formal groups in the company.
4. Name the groups of methods of influencing the organization's personnel.
5. What is the name of the ability to encourage a group to take purposeful actions that it does not want or cannot perform on its own, i.e. the ability of a person to lead the group?

UK-4

Able to carry out business communication in oral and written forms in the state language of the Russian Federation and foreign language(s)

B1. O. 02. 01 Russian language and Speech culture

Tasks with a choice of one or more possible answers

1. Specify the style of the following passage.

Deputies of the State Duma enjoy State inviolability throughout their entire term of office. A deputy may not be detained, arrested, or searched, except in cases of detention at the scene of a crime. They may not be subjected to a personal search, except in cases where it is necessary to ensure the safety of other people. The issue of deprivation of parliamentary immunity is decided upon the proposal of the Prosecutor General of the Russian Federation by the State Duma on the basis of the opinion of the chamber specially formed for this case...

- 1) official business
- 2) journalistic
- 3) scientific
- 4) artistic

2. Indicate what is the drawback in the official business style text.

- 1) relevance of the study, in-depth analysis, relevant conclusions, violation of logic
- 2) in accordance with..., autobiography, order, date of issue
- 3) electorate, pay attention, report, powerful weapon
- 4) black cloud, impregnable fortress, naughty boy, fascinating look

3. Indicate what is the drawback in the official business style text.

- 1) semantic accuracy, conciseness of the text
- 2) compliance with lexical, grammatical, and stylistic norms
- 3) use of words and expressions that have only one meaning
- 4) use of emotional and evaluative vocabulary

4. Indicate, which sub-style of official-business style is characterized by the use of antonyms such as: *rights* and *obligations*, *work* and *leisure*, *personal* and *social*, etc..

- 1) proper business
- 2) clerical
- 3) legislative
- 4) diplomatic

5. Specify the document type to use when you are late for work.

- 1) statement
- 2) explanatory note

- 3) memo
- 4) power of attorney

6. Specify the type of business letter that uses the speech formulas *I bring to your attention...*, *We inform you that...*, *We Notify you ...*

- 1) guarantee letter
- 2) information letter
- 3) thank you letter
- 4) confirmation letter

7. Specify the correct form of contacting the addressee in your business email.

- 1) Alas, Mr. Director!
- 2) Dear Maxim Alexandrovich,
- 3) Uv. Sofya Maksimovna!
- 4) Dear Yegor Sergeevich,

8. Specify a phrase that you can use to clarify the other person's position during a business conversation.

- 1) Nice to hear it!
- 2) You are wrong, and now I will prove it to you ...
- 3) You can correct me if I'm wrong...
- 4) This is interesting!

9. Specify a speech formula that you DON't WANT to use in business negotiations if you want to express doubt and uncertainty.

- 1) Please specify, as I have exactly the opposite information.
- 2) I have not yet formed a final opinion on this issue.
- 3) It seems to me that this solution is somewhat premature.
- 4) I doubt your competence.

10. Specify a review that you should use for business communication over the phone.

- 1) Yes!
- 2) I'm listening!
- 3) Spassky Vorota company, good afternoon.
- 4) On the wire!

Tasks for establishing a sequence

1. Set the correct sequence for writing an autobiography.

- 1) information about the family composition (year of birth, where and by whom each family member works or studies)
- 2) last name, first name, patronymic

- 3) education
- 4) time and place of birth
- 5) additional information
- 6) date of writing /signature
- 7) work and social activities

2. Set the correct sequence for writing the application.

- 1) text of the application
- 2) signature of the applicant
- 3) date of submission of the application
- 4) surname, initials of the addressee of the application (in the genitive case)
- 5) heading part – name of the document
- 6) name of the addressee – position, initials, surname (in the dative case)
- 7) list of attached documents

3. Set the correct sequence for writing an explanatory note.

- 1) surname, initials, position of the employee writing the explanatory note (in the genitive case)
- 2) the list of attached documents
- 3) the date of writing the explanatory note
- 4) the title part – the name of the document
- 5) the name of the addressee – the head of the organization, division
- 6) the text of the explanatory note
- 7) the signature of the document originator

4. Set the correct sequence for writing the receipt.

- 1) the exact name of the receipt, indicating the amount or amount
- 2) the recipient's signature
- 3) the surname, first name, patronymic, position of the person giving the receipt
- 4) the date of drawing up the receipt
- 5) the name of the document
- 6) the name of the institution, organization, person from whom something was received

5. Establish the correct sequence by placing the terms in the order of use in the text: *In the vocabulary of official business style, preference is given to..., rather than ... concepts: locality, vehicles, educational institution, etc.*

- 1) specific
- 2) generic

6. Set the correct pronunciation sequence for greetings.

- 1) the person who entered the room

- 2) those present

7. Set the correct sequence for implementing official business speech.

- 1) document genre
- 2) typical official business situation
- 3) language content of the document
- 4) document form

8. Set the correct protocol creation sequence.

- 1) signatures
- 2) Listened to it: ...3
-) information about the time of the meeting, its participants
- 4) agenda
- 5) Resolved: ...

9. Set up the correct sequence: first specify the noun in which the stress falls on the first syllable, then the nouns in which the stress falls on the second syllable and the third syllable, respectively.

- 1) catalog
- 2) management
- 3) intent

10. Set the correct sequence: first specify the adjective name where the stress falls on the first syllable, then the adjectives where the stress falls on the second syllable and the third syllable, respectively.

- 1) exchange
- 2) wholesale
- 3) stamp

Compliance tasks

1. Establish a correspondence between the types of language documents and language formulas.

Document types	Language formulas
1 cover letter	a) <i>Assign responsibility for ensuring order ...</i>
2 order	b) <i>We send you a pre-agreed contract on ...</i>
3 service application	to) <i>Given for submission in ...</i>
4 reference	(d) <i>Please provide assistance in...</i>

2. Establish a correspondence between groups of official document language formulas and their units.

Language formulas	Units
1 an expression, that explains the motives	of a) <i>...the deadline for submission of the manuscript expires...</i>

- | | | |
|---|-----|--|
| 2 expression, containing a reminder | b) | <i>In accordance with the customer's letter...</i> |
| 3 an expression, containing an interpretation of one's own position | in) | <i>...to implement the agreements reached...</i> |
| 4 expression of the purpose of creating the document | d) | <i>Our appeals did not lead to positive results...</i> |

3. Establish a correspondence between groups of official document language formulas and their units.

- | Language formulas | | Units |
|---|-----------------|--|
| 1 an expression, containing an interpretation of the actions of the other party | a) | <i>Such a delay can lead to...</i> |
| 2 an expression, containing the reasons for creating document | b) | <i>Confidentiality of information is ensured...</i> |
| 3 an expression, containing requests, demands, orders | in the form of) | <i>We insist on compliance with all the terms of this agreement...</i> |
| 4 expression, containing a promise, guarantee | d) | <i>Due to special circumstances...</i> |

4. Establish a correspondence between the official business style bedding and the genres related to it.

- | Podstili | | Genres |
|------------------------|-----|---|
| 1 (officially-business | a) | international: treaty, agreement, convention, communique, note, memorandum |
| 2 juridical | (b) | charter, notification, declaration, order, order, contract, etc |
| . diplomatic | c) | constitution, code, decree, law, civil, criminal and other acts of state significance |
| 3 | | |

5. Establish a correspondence between the features of the official business style and their characteristics.

- | Features | | Feature |
|--------------|----|---|
| 1 neutrality | a) | the content of the message in the process of business communication should be as clear as possible to the addressee, i.e. it should not contain such fragments that can be interpreted in two ways or misunderstood |
| 2 brevity | b) | the presence in the message of all the nec- |

- | | |
|----------------|---|
| | essary information (facts, figures, additional information) that is necessary for making a particular decision |
| 3 completeness | c) official communication requires the writer / speaker to be concise, i.e. to present the message with minimal linguistic means, without repetitions and unnecessary words |
| 4 accuracy | . interaction between communicants is exclusively business-like, i.e. non-personal, in nature, suggesting a distance between them |

6. Establish a correspondence between groups of business documents and the purpose of their creation.

- | Business documents | Purpose and specifics of application |
|----------------------------|--|
| 1 informational documents | a) are used to encourage an action and apply to employees of the same organization |
| 2 administrative documents | b) are used when it is necessary to establish the legal status of a person, organization or relations between people (between organizations) |
| 3 organizational documents | b) they are created in order to inform the addressee about the state of affairs, to convey to him the information necessary for making any management decision |

7. Establish a correspondence between the borrowed words used in the official business style and their meanings.

- | Borrowed words | Meaning |
|-----------------------|---|
| 1 stagnation | a) extreme form of racial discrimination |
| 2 apartheid | b) a case or event that occurred in the past and serves as an example or basis for similar actions in the present |
| 3 alliance | c) stagnation in production, trade, etc |
| . use case | d) union, an association (for example, states, organizations) based on formal or informal contractual obligations |

8. Establish a correspondence between the details of the documents and their content.

- | Details | Contents |
|---------------------------------------|---|
| 1 registration number of the document | a) conditional (symbolic) graphic image registered in accordance with the established procedure |
| 2 company logo | b) summary of the main meaning of the text of the document being compiled |

- | | |
|---|---|
| 3 heading to text | b) a set of data listed in the banking details (postal address, telephone number, fax number, e-mail number, bank account number, bank name, etc.) |
| 4 reference information about the organization | d) the symbol of the document assigned to it during registration |

9. Establish a correspondence between the groups of abbreviations used in the documents and the examples.

Abbreviations		Examples
1	postal information	a) <i>GOST, technical plan, TOR, special</i>
order	names of positions and	b) <i>city, region, district,</i>
2	titles	
depart	names of documents	c) <i>2000 rubles, 80 kopecks, 6 million</i>
ment 3		
4	monetary units	d) <i>prof., head., deputy., acting.</i>

10. Establish a correspondence between business emails that require a response and emails that do not require a response.

Business letters by function	Business letters
1 letters that require a response	a) confirmation letter
2 letters that do not require a response	b) request letter
	c) offer letter
	d) cover letter

Open-type tasks

1. Define the official business style of speech.

2. Name words, stable phrases, grammatical forms and constructions that are assigned to the official business (administrative and clerical) style, but are used outside of it.

3. Name the scope of implementation of the diplomatic sub-style.

4. Name the form of official communication between institutions, organizations, and enterprises; a generalized name of documents that differ in content and have a single method of transmitting texts (mail, fax, e-mail, etc.).

5. Name the type of business letter, which is a statement of the exporter (seller) about the desire to conclude a transaction, indicating its specific conditions.

6. Read and name the type of business letter.

In accordance with the preliminary agreement, we send you guidelines for working with information resources in the Codex-Server environment.

Appendix: guidelines for working with information resources in the Codex-Server environment for employees of the Main Archive Department of the City of Moscow (Glavarkhiv of Moscow) for 16 volumes in 1 copy.

7. Name the document that you submit when you want to apply for a job. It contains information about education, work experience, and other information required when an employer is considering a candidate for a vacant position.

8. Name the document that contains the headings "About hiring", "About changing the work schedule", "About the reorganization of the enterprise".

9. Name the document that says that your friend allows you to drive his car.

10. Write an explanatory note to the director of the Institute about the forced absence from classes last Thursday.

UK-4

Able to carry out business communication in oral and written forms in the state language of the Russian Federation and foreign language(s)

B1. O. 02. 02 Business Foreign language

English language

Tasks with a choice of one or more possible answers

Choose one correct answer

1. I ... you in the park yesterday

- a) was seeing
- b) saw
- c) see

2. He usually (go) to work on foot, but now he (go) by bus.

- a) is going/goes
- b) goes/goes

- c) goes/is going
3. I shall not go out now as it (rain) and I (have not) got an umbrella.
a) is raining/have not
b) rains/have not
c) will rain/having not
4. Tom can't read a newspaper because his mother (read) it.
a) reads
b) reading
c) is reading
5. The pupils (listen) to the teacher very attentively at the moment.
a) listening
b) are listening
c) listen
6. You (hear) the noise? The wind (blow) very strongly.
a) Do you hear/ is blowing
b) Are you hearing/is blowing
c) Do you hear/blows
7. Have you seen his books anywhere? We (look) for them but we (not, see) them.
a) look for/ don't see
b) are looking for/ don't see
c) look for/ are not seeing
8. Tom (have) a dinner now. You may talk to him.
a) has
b) have
c) is having
9. While he (sleep), I (cook) dinner.
a) is sleeps/am cook
b) sleeps/cook
c) is sleeping/am cooking
10. Yesterday you (come) home, when I (do) my homework.
a) came / was doing
b) comes / am doing
c) were coming / was doing

Tasks for establishing a sequence

Put the words in the correct order to make the correct grammatical statement.

birds / jump / leave / mood / pretending / ready / time / wakes / week-days / wide

On ...(1) the alarm-clock ...(2) me up and my working day begins. It is seven o'clock. If it is spring or summer I ...(3) out of bed, run to the window and open it ...(4) to let the fresh morning air in. The bright sun and the singing of ... (5) set me into a cheerful working ...(6) . In winter I am not so quick to ...(7) my bed, and I bury my head under the pillows ...(8) not to hear the alarm-clock. But all the same, it is ... (9) to get up and I start getting ...(10) for my work.

Compliance tasks

Compare the sentence in English with the correct version in Russian.

- 1) I could write a letter to him if I knew his address
 - a) I would have to write a letter to him if I knew his address.
 - b) I can write him a letter if I know his address.
 - c) I could write him a letter if I knew his address.

- 2) You can't speak to your mother like that.
 - a) You can't talk to your mom like that.
 - b) You shouldn't talk to your mom like that.
 - c) You shouldn't talk to your mom like that.

- 3) I'll have to do it.
 - a) I can do it.
 - b) I will be allowed to do this.
 - c) I will have to do this.

- 4) Does he have to get up at 6 o'clock?
 - a) Does he have to get up at 6?
 - b) Does he need to get up at 6?
 - c) Can he get up at 6?

- 5) You may take my umbrella.
 - a) You must take my umbrella.
 - b) You can take my umbrella.
 - c) You'd better take my umbrella.

Answer the questions using the correct option.

- 6) How can I get to the airport?
- 7) Can I send a telegram by phone?
- 8) Where can I buy postcards?
- 9) Can you give me a lift to the airport?

10) Can I rely on you?

- a) certainly
- b) Yes, certainly
- c) I'm afraid I cannot
- d) I wish, I could, but I have a lot of things to do
- e) Certainly, I won't let you down
- f) Take the first turning to the left
- g) At the post office
- h) At the cleaner's
- i) By bus

Open-type tasks

Please answer the questions below.

- 1. Where are you from? _____ .
- 2. Where do you study? _____ .
- 3. What is your favourite subject? _____ .
- 4. What time do your classes start? _____ .
- 5. What time are your classes over? _____ .

Ask questions to the answers.

- 6. _____? The textbook is on the desk.
- 7. _____? Yes, I am. I am a student.
- 8. _____? I work in a travel agency.
- 9. _____? Yes, I do. I like my job.
- 10. _____? In my free time I like playing football.

German language

Tasks with a choice of one or more possible answers

- 1. Choose a word with an unstressed prefix (one answer option).
 - a) ankommen
 - b) besuchen
 - c) ablegen
 - d) nacherzählen
- 2. Which sentence is characterized by a melodic type with a lower pitch? Choose one answer option.
 - a) Steht das Auto dort?
 - b) Wann fährt der Zug ab?
 - c) Ist es warm draußen?
 - d) Schneit es?

3. Choose a sentence with the correct word order (one answer option).
 - a) Seit einem Monat er die deutsche Sprache lernt.
 - b) Die deutsche Sprache seit einem Monat er lernt.
 - c) Er lernt die deutsche Sprache seit einem Monat.
 - d) Seit einem Monat er lernt die deutsche Sprache.
4. Insert the missing word in the sentence: "... du Krimis gern?"(one possible answer).
 - a) lest
 - b) lese
 - c) liest
 - d) leset
5. Insert the missing word in the sentence: "Der Dozent gibt ... eine Aufgabe" (one possible answer).
 - a) dem Student
 - b) des Studentes
 - c) den Student
 - d) dem Studenten
6. Insert the missing word in the sentence: "Monika besucht uns ... September "(one possible answer).
 - a) an
 - b) auf
 - c) für
 - d) im
7. Insert the appropriate conjunction in the sentence: "Er wohnt nicht weit von der Busstation, ... steht er um 8 Uhr morgens auf" (one possible answer).
 - a) denn
 - b) aber
 - c) oder
 - d) darum
8. Complete the sentence: "Ich freue mich sehr, dass ... "(one possible answer).
 - a) Frau Heim für Malerei interessiert sich.
 - b) sich Frau Heim für Malerei interessiert.
 - c) Frau Heim sich für Malerei interessiert.
 - a) interessiert sich Frau Heim für Malerei.
9. Answer the question: "Was ist die beliebteste Sportart in Deutschland?"(one possible answer).
 - a) Fußball
 - b) Eishockey
 - c) Tennis
 - d) Basketball
10. What is the correct way to contact your German colleague Dieter Mueller, whom you don't know personally yet? Choose one answer option.
 - a) Herr Dieter!
 - b) Herr Müller!
 - c) Müller!

d) Herr!

Tasks for establishing a sequence

1. Restore the order of words in the sentence, taking into account its beginning:
"Zu Hause...".
 - a) bereiten
 - b) auf Seminare
 - c) wir
 - d) vor
 - e) uns
2. Arrange the numbers in ascending order.
 - a) dreihundertfünfundvierzig
 - b) achthunderteinundneunzig
 - c) einhundertfünfzehn
 - d) vierhundertsiebenundsechzig
3. Restore the word order in the question sentence.
 - a) der gute Fachmann
 - b) Welche
 - c) von Ihnen gewählten
 - d) Eigenschaften
 - e) muss
 - f) der
 - g) Fachrichtung
 - h) besitzen?
4. Вставьте слова в предложение „Die Universität bietet den ... die vielfältigsten ... zur ... und Erholung."in the correct sequence.
 - a) Entspannung
 - b) Studenten
 - c) Möglichkeiten
5. Set the sequence of greeting phrases in the order of the parts of the day (morning, afternoon, evening, night).
 - a) Gute Nacht!
 - b) Guten Tag!
 - c) Guten Morgen!
 - d) Guten Abend!
6. Arrange the words in the order of the days of the week.
 - a) Mittwoch
 - b) Montag
 - c) Dienstag
 - d) Donnerstag
7. Arrange the replicas of interlocutor B in a logical sequenceB, taking into account the replicas of interlocutor A:
A. Tritt ein! Wie geht's?
A. Fühl dich wie zu Hause!
A. Tee, Kaffee, Saft?

- A. Greif zu! Zucker, Pralinen.
- B. Besten Dank. Alles schmeckt sehr gut.
 - B. Sehr gut.
 - B. Danke schön.
 - B. Bitte eine Tasse Kaffee stark.
8. Restore the word order in a complex sentence, taking into account its beginning: "Die Universität...".
- hochqualifizierte Fachleute
 - ist
 - eine moderne Lehreinrichtung
 - die
 - ausbildet
9. Restore the word by determining the correct sequence of its parts.
- KOMMUNIKATIONS
 - MITTEL
 - MASSEN
10. Restore the dialog.
- A. Ja, stimmt. Ich habe viel zu tun.
 - A. Guten Tag!
 - A. Du auch. Bis bald!
 - B. Guten Tag! Du bist müde.
 - B. Bis später!
 - B. Ich habe auch viel zu tun. Telefonier!

Compliance tasks

- Connect the parts of the sentences.
 - Er bildet ...
 - In der Pause haben ...
 - Wenn man den richtigen Beruf gewählt hat ...
 - In diesem Monat leisten
 - ... sich einige Studenten auf dieses Seminar vorbereitet.
 - ... kann man viel Erfolg in der beruflichen Tätigkeit haben.
 - ... sich in seinem Beruf weiter.
 - ... alle das Berufspraktikum ab.
- Connect the adjective with the corresponding noun.

1) langweiliger	a) ... Märchen
2) klassischen	b) das ... Buch
3) altes	c) die ... Universitäten
4) interessante	d) ein ... Unterricht
- Find synonyms.

1) begreifen	a) fertig
2) nass	b) feucht
3) häufig	c) oft
4) bereit	d) verstehen
- Correlate personal and possessive pronouns.

- | | |
|--------|---------|
| 1) er | a) dein |
| 2) du | b) euch |
| 3) ihr | c) sein |
| 4) sie | d) ihr |
5. Set a match.
- | | |
|----------|--------------------------------------|
| 1) 6:45 | a) Es ist halb neun. |
| 2) 8:30 | b) Es ist dreiundzwanzig nach zwölf. |
| 3) 11:55 | c) Es ist fünf vor zwölf. |
| 4) 12:23 | d) Es ist Viertel vor sieben. |
6. Find antonyms.
- | | |
|-----------|-----------|
| 1) Winter | a) Wärme |
| 2) Kälte | b) Frost |
| 3) Hitze | c) Freude |
| 4) Ärger | d) Sommer |
7. Set a match.
- | | |
|---|---------------|
| 1) Er hat im dritten Studienjahr gestanden. | a) Präsens |
| 2) Er stand im dritten Studienjahr. | b) Präteritum |
| 3) Er wird im dritten Studienjahr stehen. | c) Perfekt |
| 4) Er steht im dritten Studienjahr. | d) Futurum |
8. Compare the verb endings when conjugated in Präsens with the corresponding person and number.
- | | |
|-----------|----------------------------|
| 1) -e | a) Plural, die 1. Person |
| 2) -en | b) Singular, die 2. Person |
| 3) -(e)st | c) Singular, die 1. Person |
| 4) -(e)t | d) Plural, die 2. Person |
9. What is the case of nouns?
- | | |
|--------------------|--------------|
| 1) den Fachmann | a) Genitiv |
| 2) in der Zukunft | b) Nominativ |
| 3) der Hauptfächer | c) Akkusativ |
| 4) der Vorteil | d) Dativ |
10. Match your suggestions.
- | | |
|--|---|
| 1) Man besucht diesen Park gern. | a) Dieser Park ist gern besucht worden. |
| 2) Man hat diesen Park gern besucht. | b) Dieser Park wird gern besucht. |
| 3) Man wird diesen Park gern besuchen. | c) Dieser Park wurde gern besucht. |
| 4) Man besuchte diesen Park gern. | d) Dieser Park wird gern besuchen werden. |

Open-type tasks

- Complete one of the 3 basic verb forms.
helfen – ... – geholfen
- Complete the sentence with the appropriate verb in präteritumteritum.
Sie ... als Erzieherin in einem Kindergarten.

3. Translate the words in parentheses.
Die BRD ist ein Bundesstaat und besteht aus 16 (федеральных земель).
4. Complete the sentence with the appropriate verb in Präsens.
Ein kluger Student ... auch an der wissenschaftlicher Arbeit
5. Insert the appropriate word in the sentence.
Zuerst beantworte ich die erste
6. Ask a question about the selected words using a pronominal adverb.
Sie fährt in die Hochschule **mit dem Bus**.
7. Answer the question with the full sentence.
Was werden Sie von Beruf?
8. Answer the question with a complete sentence, using the words given in parentheses.
Warum sind Sie vor der Prüfung so nervös? (I 'm scared)
9. The message uses both **Sie** and **du formsat the same time**. Write a revised version with only **"You"** in mind.

Ich möchte mich bei Ihnen ganz herzlich für dein nettes Geschenk bedanken, dass Sie mir gestern an meinen Arbeitsplatz geschickt hast. Die Überraschung ist Ihnen wirklich gelungen, und du haben meinen Geschmack gut getroffen. Man kann erkennen, wie sorgfältig du ausgewählt haben und dass Sie sich viele Gedanken gemacht hast, wie du mir eine Freude machen können.

10. Some words in the letter are missing letters. Restore the text.

Sehr ge___ Frau Schmidt!

Ich kann lei___ nicht zu dem Termin kommen. Ich habe vor, meine Schwester im Krankenhaus zu besuchen. Sie ist krank und am Montag wurde sie operiert. Vielleicht könnten wir uns an einem anderen Tag treffen? Ich wäre Ihnen sehr d___bar.

Es tut mir l___ und ich bitte Sie um Entschuldigung.

*Mit freund___ Gr___
Sabine*

French language

Tasks with a choice of one or more possible answers

Choisir la bonne réponse.

1. (Présent) Qu'est – ce que vous... ce week – end?
a) font, b) faites, c) faisez, d) faites
2. (Présent) Mes amis et moi, nous aimons la lecture et nous ... les romans d'aventures.
a) choisir, b) choisis, c) choisissons, d) choisissez

3. (Futur simple) Vendredi, il (être) à la campagne.

a) serai, b) etra, c) sera, d) serant

4. (Futur immédiat) Un moment, je... la lampe.

a) vais allumer, b) va allumer,

c) aller allume, d) aller allumer

5. (Passé immédiat) Je... votre frère.

a) viens rencontrer, b) vait rencontrer,

c) vait de rencontrer, d) viens de rencontrer

6. (Imparfait) Chaque matin, Christine ... du café.

a) prenais, b) prenait, c) prenait, d) prenaient

7. (Passé composé) Les enfants ont pris leur petit déjeuner et ils... dans la cour.

a) sont descendu, b) ont descendu,

c) ont descendus, d) sont descendus

8. (Plus – que – parfait) Nous avons apporté des journaux que nous ... à la bibliothèque.

a) avions pris, b) avons pris, c) étions pris, d) pris

Use the correct form of my adjective form.

9. ... jeune fille fait ses études à l'Université.

a) cet, b) cette, c) ce, d) ces

10. J'appelle ... sœur au téléphone.

a) ton, b) mes, c) leur, d) ma

Tasks for establishing a sequence

Remettez les affirmations dans l'ordre du texte.

1 –

2 –

3 –

4 -

a) Le peuple a formé les troupes pour défendre la liberté.

b) Le gouverneur de la prison a donné l'ordre de tirer sur la foule.

c) Les patriotes ont délivré les prisonniers.

d) Chaque quartier a eu son bataillon de la garde nationale.

Faire une proposition.

5. bien, pas, Jimmy, comprend, ne.

6. parlez, français, couramment, Vous.
7. vous, Je, offrir, une tasse, voudrais, de café.
8. Je, pas, danser, ne, préfère.
9. est-ce, ne, tu, que, manges, pas? Pourquoi
10. Apportez-, vos, une excuse, parents, moi, de.

Compliance tasks

Compare the author's last name with his character

1) Dumas	a) Georges Duroy
2) Jules Verne	b) Cosette
3) Victor Hugo	c) Paganel
3) Maupassant	d) d'Artagnan
5) Rolland	e) Jean-Christophe

Compare the phrase and the translation

6) I'm sleepy	a) j'ai raison
7) I'm thirsty	b) j'ai sommeil
8) I'm hungry	c) j'ai soif
9) I'm cold	d) j'ai faim
	e) j'ai froid

10) Specify the line number in which all words relate to the topic "Ville".

- a) le centre, le quartier, le quart
- b) la circulation, le passage, le métro
- c) le pont, le quai, le cours
- d) la rue, la place, la chambre

Open-type tasks

Lisez le texte. Complétez les phrases d'après le sens avec les mots entre parenthèses. Mettez ces mots à la forme qui convient.

Je m'appelle Marie. J'ai treize ans, je suis avant-centre dans mon équipe de handball, j'aime ça. Ce qui (1 — aller) moins bien, c'est l'école. Le mercredi, je ne suis pas allée à l'entraînement. J'ai gardé ma (2 — petit) sœur, Zoé, qui (3 — avoir) 4 ans. Après l'entraînement mon équipe est (4 — venir) me voir, on croyait que j' (5 — être) malade. J'ai expliqué mes (6 — mauvais) notes, la décision de maman de supprimer l'entraînement et les matchs. J'avais les larmes (7 — à) yeux, je pensais que je ne (8 — participer) pas au tournoi de fin d'année. Alors Claire a dit: «Nous avons 15 jours de vacances, je (9 — venir) te faire travailler (10 — le) maths.»

UK-5 is able to perceive the cross-cultural diversity of society in socio-historical, ethical and philosophical contexts

B1. O. 01. 01 History of Russia

Tasks with a choice of one or more possible answers

1. What is history:

- 1) worldview
- 2) science
- 3) methodology of cognition
- 4) art

2. What was the name of the first code of laws of Ancient Russia:

- 1) Pravda Yaroslavichy
- 2) "Russian Law"
- 3) Russkaya Pravda
- 4) Sudebnik

3. Which of the following applies to attempts to reform the economy during the period of perestroika in the USSR?

- A) price liberalization;
- B) providing full independence to enterprises;
- C) renunciation of the state monopoly of foreign trade;
- D) transition to an industry-specific management system.

Tasks for establishing a sequence

1. Establish the chronological sequence of the reign of the ancient Russian princes:

- 1) Olga
- 2) Igor
- 3) Rurik
- 4) Oleg

2. Establish the chronological sequence of the reign of the Russian tsars:

- 1) Ivan IV
- 2) Mikhail Fedorovich
- 3) Boris Godunov
- 4) Alexey Mikhailovich

3. Arrange in chronological order the events of the history of the USSR in the 1950s and 1960s. Write down the numbers that represent historical events in the correct sequence .

- a) The USSR launches the world's first artificial Earth satellite.
- b) Beginning of virgin land development.
- c) The first flight of a woman into space.
- d) The XX Congress of the CPSU and N. S. Khrushchev's report "On the cult of

personality and its consequences".

e) The first visit of the head of the USSR to the USA.

Compliance tasks

1. Establish a correspondence between events and participants in these events:

Event	Participant
of the Conversion to Christianity Event (S)	Peter I (1)
Foundation of Saint Petersburg (B)	Alexander Nevsky (2)
Peasant Reform of 1861(C)	Saint Vladimir (3)
Battle of the Neva (D)	(4) Alexander II

2. Establish a correspondence between cultural monuments and their brief characteristics:

Cultural monument	Brief description
"Zadonshchina" (A)	this monument was created in the era of N. S. Khrushchev (1)
the movie "Cranes Fly" (B)	this monument was created in the XVI century. (2)
painting " Morning of the Streltsy execution "(C)	by V. I. Surikov (3)
"The Tale of Yershe Yershovich "(D)	this monument is dedicated to the events of the XIV century. (4)

3. Establish a correspondence between party and state leaders and historical events.

SURNAMES OF PARTY AND STATE FIGURES	HISTORICAL EVENTS
A) V. I. Lenin	1) The First Congress of People's Deputies of the USSR
B) I. V. Stalin	2) the adoption of the GOELRO plan
C) N. S. Khrushchev	3) the first human spaceflight
D) M. S. Gorbachev	4) the entry of Soviet troops into Afghanistan
	5) the signing of the Soviet-German Non-Aggression Treaty

Open-type tasks

1. Name the term in question. The period during which the owners could initiate a claim for the return of runaway peasants.

2. Name the term in question. The process of transferring state property of the Russian Federation to private ownership, which has been carried out in Russia since the early 1990s.

3. Read an excerpt from the memoirs and indicate the last name of the head of the USSR during the period when the events described occurred:

"Finally, the political and organizational issue. Our troops will enter Czechoslovakia, and then what? After all, the troops enter the country without the consent of the government and the leadership of the HRC. To expect that the current leadership of the country and the Human Rights Committee will react positively to this action is more than political naivety. Who can we rely on internally? Also, the question is completely unclear, moreover, it is simply dark."

UK-5 is able to perceive the cross-cultural diversity of society in socio-historical, ethical and philosophical contexts

B1. O. 01. 02 Philosophy

Tasks with a choice of one or more possible answers

1. The thesis "Man is the measure of all things" belongs to...

1. The Pythagorean School
2. Socrates
3. Sophists
4. The Elaeian School

2. When speaking about the theocentrism of medieval philosophy, it is meant that the focus of its attention was (a) ...

1. the purpose of life.
2. God;
3. the universe.
4. goodness.

3. The thesis "Nature is an unfolded God" belongs to...

1. N. Copernicus
2. N. Kuzansky
3. J. Bruno
4. Galileo to Galileo

Tasks for establishing a sequence

1. Establish the sequence of representatives of the Milesian School of Philosophy:

1. Anaximenes
2. Thales
3. Anaximander

2. Establish the sequence of representatives of the Elea School of Philosophy:

1. Zeno
2. Melissa
3. Parmenides
4. Xenophanes

3. Establish the correct sequence of historical stages in Western European philosophy:

1. Philosophy of the twentieth century
2. Ancient philosophy
3. Medieval philosophy
4. German Classical Philosophy

Compliance tasks

1. Identify the author of the philosophical concept

concept	
1. material existence determines consciousness	A. Democritus
2. ideas are primary, and the existence of things is secondary	armenides
3. being is a ball resting in the center of the world	V. Marx
4. being consists of atoms	G. Plato

2. Identify the author of the statements about the essence of man

statement	author
1. man is a tightrope stretched between an animal and a superman	A. Aristotle
2. man is the totality of all social relations	otagoras
3. man is a political animal	V. Nietzsche
4. man is the measure of all things	G. Marx

3. Identify the philosopher's affiliation a particular school of philosophy:

philosophical school	philosopher
1. objective idealism	A. Marx
2. subjective idealism	B. Freud
3. psychoanalysis	V. Berkeley
4. dialectical materialism	G. Hegel

Open-type tasks

1. The term "philosophy" in translation means...
2. Axiology as a branch of philosophy studies...
3. What kind of worldview was formed in the history of mankind earlier than others...

UK-5 is able to perceive the cross-cultural diversity of society in socio-historical, ethical and philosophical contexts

B1. O. 01. 05 Fundamentals of Russian statehood

Tasks with a choice of one or more possible answers

1. The current Constitution of the Russian Federation was adopted...

- A) ...in 2020
- B) ... in 2000
- C) ...in 1993
- D) ...in 1995

2. What was the form of government in Russia in the IX century?

- A) Early Feudal monarchy
- B) Seignorial monarchy
- C) Estate-representative monarchy
- D) Absolute monarchy

3. The absolute monarchy that developed in the Russian state by the end of the 17th century is characterized by:

- A) the complete concentration of both secular and ecclesiastical power in the monarch, the elimination of all class-representative institutions, and the reliance on bureaucratic and punitive apparatuses
- B) the support of the monarch on an advisory body – the Boyar Duma, the convocation of Zemstvo councils with the participation of nobles and clergy
- C) the nominal power of the monarch and the importance of local government
- D) the presence of control by the nobility.

4. The peculiarity of the Russian class of entrepreneurs in Modern times was(a):

- A) active defense of their interests before state authorities
- B) inability to consolidate and purposefully defend their interests in the face of state authorities
- C) independent industrial and economic activities that are independent of state authorities
- D) frequent inclusion of entrepreneurs in public authorities

5. The idea of the identity of Russia and its fundamental difference from the countries of Western Europe was proclaimed

- A) Slavophiles
- B) Westerners
- C) the Social Democrats
- D) Cadets

6. The stage of "blooming complexity" in civilizational development highlighted...

- A) ... Konstantin Leontiev
- B) ... Arnold Toynbee
- C) ... William McNeil
- D) ... Vadim Tsymbursky

7. Which of these state authorities of the Russian Federation is not included in any of its branches?

- A) The Accounting Chamber
- B) Federal Agency for Youth Affairs
- C) The Federation Council
- D) The President

Tasks for establishing a sequence

1. Arrange the laws of the Russian state in their chronological order

- A) Russkaya Pravda
- B) The Conciliar Code
- C) Sudebnik Ivan III
- D) Ivan IV's Sudebnik

2. Set the historical sequence of events

- A) the heights of Moscow
- B) the time of troubles
- C) Oprichnina
- D) registration of absolutism

3. The rise of Moscow is associated with the names of prominent Russian rulers. Please indicate in chronological order which territories were annexed during the reign of Ivan III

- A) Perm
- B) Rostov
- C) Novgorod
- D) Principality of Tver

4. Write the rulers of Moscow in chronological order

- A) Ivan Kalita
- B) Yuri Danilovich
- C) Ivan III

5. Arrange military events in chronological order

- A) The Battle of Kulikovo
- B) Ice battle

C) The Battle of Kalka

6. Position Russian government agencies in historical development

- A) The State Duma
- B) The State Council
- C) The Boyar Duma
- D) Veche

7. Arrange the rulers of Russia by time of their rule (in chronological order)

- A) Ivan IV
- B) Nicholas I
- C) Catherine II
- D) Peter the Great

Compliance tasks

1. Set a match:

1. The State Duma of the Russian Federation is:	1. The Head of State, the guarantor of the Constitution, human and civil rights and freedoms in the Russian Federation
2. The Federation Council of the Russian Federation is:	2. The supreme judicial body of constitutional control in the Russian Federation, which exercises judicial power independently and independently through constitutional judicial proceedings in order to protect the foundations of the constitutional system, fundamental human and civil rights and freedoms, and ensure the supremacy and direct operation of the Constitution of the Russian Federation throughout the territory of the Russian Federation
3. The President of the Russian Federation is:	3. The Upper House of the Federal Assembly of the Russian Federation, representing the interests of regions at the federal level
4. The Constitutional Court of the Russian Federation is:	4. The Lower House of the Federal Assembly (Parliament of the Russian Federation). It is the highest representative and legislative body of government in Russia

2. Set a match:

1. He was a geopolitician, one of the	1. Arnold Toynbee
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founders of the civilizational approach to history, and an ideologist of pan-Slavism.	
2. Author of the concept of ethno-cultural division of civilizations, published by him in the article " Clash of Civilizations?"	2.Nikolay Danilevsky
3. He studied international history and the processes of globalization, criticized the concept of Eurocentrism.	3. Pitirim Sorokin
4. One of the founders of the theories of social stratification and social mobility.	4. Samuel Huntington

3. Set a match:

1. State sovereignty	1. A society of people of high social, cultural, moral and economic status who create developed legal relations together with the state
2. Form of territorial organization of the state	2. Procedure for the formation and organization of higher authorities.
3. Form of government	3. Form (organization) of the state structure that determines the internal structure of the state
4. Civil society	4. A sign of the independence of the state, which means the inherent right of the state to solve problems of an external and internal nature in compliance with the laws, norms and principles of international law.

4. Set a match:

1. The legislative branch of the government of the Russian Federation is:	1. State power delegated by the people to its representatives, exercised collectively by issuing legislative acts, as well as by monitoring and controlling the activities of the state apparatus
2. The executive branch of the government of the Russian Federation is:	2. The system of government bodies that implements laws and controls their implementation
3. The judicial branch of government of the Russian Federation is:	3. The branch of State power that administers justice in disputes over law that have arisen.
4. The Public Chamber of the Russian	4. The body responsible for coordinat-

Federation is:	ing the interests of citizens, public associations, state authorities and local self-government bodies to address the most important issues of economic and social development
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5. Set a match:

1. Central authorities of the Russian Federation:	1. Head of State, Parliament, Government, ministries and departments, Supreme Court, Constitutional Court
2. Regional authorities of the Russian Federation:	2. Government bodies that manage the population on the territory of a certain subject (republic, region, territory, district, etc.)
3. Local authorities of the Russian Federation:	3. A form of self-organization of the authorities, as well as their independent activity, which allows citizens to directly or through representative bodies resolve issues of local significance within the boundaries of the municipality, based on the interests of residents, taking into account historical and other local traditions
4. Non-profit association in the Russian Federation	4. A non-governmental organization that does not have profit-making as its main purpose of activity

6. Set a match:

1. Novgorod Veche	1. The supreme body of state power in 1938-1989, the highest legislative and representative body of the Union of Soviet Socialist Republics
2. Congress of People's Deputies of the USSR	2. Parliament of the Russian Federation, is a representative and legislative body of the Russian Federation.
3. Federal Assembly of the Russian Federation	3. <u>Public authority</u> in the Russian Federation <u>The Union of Soviet Socialist Republics at the final stage of its existence – in 1989-1991.</u> на заключительном этапе его существования – в <u>1989 – 1991 годах.</u>
4. Supreme Soviet of the USSR	4. A form of government in the form of a "boyar republic", which limited <u>the</u>

	<u>power of the prince</u>
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7. Set a match:

1. United Russia Party	1. Liberal Russian Political Party formed on March 1, 2020
2. Communist Party	of the Russian Federation 2. An anti-communist Russian political party founded on December 13, 1989.
3. Just Russia – For Truth Party	3. The Socialist Russian Party, organized in October 28
, 2006 4. LDPR	Party 4. A left-wing political party in the Russian Federation, formed on June 19
, 1990 5. New People Party	5. The largest political party formed on December 1, 2001

Open-type tasks

1. This outstanding natural scientist is called the creator of the hydrogen bomb. But all his military life, he opposed the testing of nuclear weapons, was one of the leaders of the nascent human rights movement in the country. For his activities in 1980, when he was already a Nobel Peace Prize laureate, [he] was exiled without trial to the city of Gorky and deprived of the title of Hero of Labor three times. Only with the beginning of perestroika was he able to return to Moscow.

2. The most generalized and stable rules of behavior of people in a particular society, which are verified by time and exist for a long time, are

3. The power exercised on behalf of the population by state bodies or local self-government bodies is - _____

4. One of the components of a person's identity associated with their perceived belonging to a particular ethnic group or nation is - _____

5. _____ – It is a democratic State in which the rule of law, equality of all before the law and the courts are ensured, where human rights and freedoms are recognized and guaranteed, and the organization of power is based on the following principles: the principle of separation of powers.

6. A significant sense of belonging and attachment to the history of Russia, its values and culture passed down from generation to generation, a willingness to protect, preserve and multiply the achievements of compatriots, an idea of the indissoluble link between personal development and the success of the entire Russian society, is - _____

7. The growing interdependence of different regions of the world is a phenomenon of ____

UK-5 is able to perceive the cross-cultural diversity of society in socio-historical, ethical and philosophical contexts

B1. O. 01. 06 Ministry Training

Tasks with a choice of one or more possible answers

1. The fundamental principle of volunteering is the following:

- 1) partnerships
- 2) publicity
- 3) altruism
- 4) humanism

2. The goals of voluntary (voluntary) activity defined by the Law "On Charitable Activities and Charitable Organizations" do not include:

- 1) preparation of the population to overcome the consequences of natural disasters, environmental, industrial or other disasters, and to prevent accidents
- 2) promotion of peace, friendship and harmony among peoples, prevention of social, national and religious conflicts
- 3) strengthening the state's defense capability
- 4) providing support to compatriots living abroad in exercising their rights, ensuring the protection of their interests and preserving the all-Russian cultural identity

3. Any form of volunteer activity is incompatible with:

- 1) participation in the elimination of emergency situations and their consequences
- 2) informing about the search for missing persons and their participation in it
- 3) participation in events to perpetuate the memory of those who died in the defense of the Fatherland
- 4) pre-election campaigning and campaigning on referendum issues

4. If the income of a charitable organization exceeds its expenses, the amount of excess:

- 1) is subject to distribution among its founders (members) in proportion to the share of their contribution to the implementation of charitable activities
- 2) is subject to distribution among its founders (members) in equal shares
- 3) it is not subject to distribution among its founders (members), if the organization has approved a plan for expanding charitable activities
- 4) is not subject to distribution among its founders (members), but is directed to the implementation of the goals for which this charitable organization was created

5. The ministry training methodology does NOT include:

- 1) active role of the student;
- 2) supplement the teacher's position with the role of mentor and critic;
- 3) the connection of learning with real life.
- 4) passive student;

Tasks for establishing a sequence

1. Specify the sequence of grounds for payment of compensation to volunteers provided for by the Law "On Charitable Activities and Charitable Organizations":

- 1) participation in the elimination of emergency situations and their consequences, prevention and extinguishing of fires, carrying out emergency rescue operations, as well as providing assistance to victims of natural disasters, environmental, industrial or other disasters, social, national, religious conflicts, victims of repression, refugees and internally displaced persons
- 2) assistance in providing citizens suffering from diseases that pose a danger to others with medical care in organizations that provide medical care
- 3) participation in the search for missing persons, including providing assistance to the internal affairs bodies (police) and other law enforcement agencies in the search for missing persons.

2. Specify the sequence of forms of support provided for by the Law "On Charitable Activities and Charitable Organizations" for participants in voluntary (volunteer) activities by state authorities and local self-government bodies:

- 1) methodological support
- 2) organizational support
- 3) information support
- 4) consulting support
- 5) property support, including the provision of premises for free use
- 6) financial support, including grants and subsidies

3. Specify the sequence of stages of creating a voluntary public association

- 1) state registration of a public association
- 2) definition of a social problem (or range of problems), for the solution of which it is advisable to create a public association of citizens
- 3) preparation and holding of the constituent assembly
- 4) creation of a working (initiative) group

4. Specify the sequence of stages of liquidation of a public association of a voluntary (volunteer) orientation, if the liquidation is carried out on the basis of its own decision

- 1) making a decision on liquidation

- 2) notification to all interested parties
- 3) settlements with creditors
- 4) preparation of necessary documents, making an entry on the liquidation of a public association in the Unified State Register of Legal Entities.

5. Specify the sequence of stages the outcome of meetings with potential partners should be a list of the first concrete steps:

1. Identification of persons responsible for various areas of interaction with NGOs and other partners;
2. Creating a list of contact information for organizations participating in the meeting;
3. Determination of approximate dates for holding workshops in certain areas of cooperation.

Compliance tasks

1. Establish a correspondence between the concepts used in the process of describing the activities of a volunteer association and their definitions

1. technology	A) knowledge system about methods and means of qualitative transformation of objects
2. social technology	B) knowledge system about methods and means of qualitative transformation of objects
3. technology of social work	C) knowledge system about methods and means of qualitative transformation of the client's living conditions

2. Establish a correspondence between the goals of social work and the technologies used in the activities of a voluntary (volunteer) association

1. social diagnostics	A) correction of shortcomings in social processes and relationships
2. social expertise	B) assessment of the reliability of already available information
3. social prevention	C) prevention of negative factors in the client's life
4. social correction	D) obtaining the maximum volume and reliability of information about the client's living conditions

3. Establish a correspondence between the concepts that reflect the activities of a voluntary (volunteer) association and their definitions

1. social culture	A) the experience that has absorbed the memory of generations in the field of social relations, reproduction and development of social norms, interaction and communication in various historical condi-
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	tions
2. social policy	B) the system of social priorities and mechanisms for implementing legally established social, legal and economic guarantees of citizens
3. ethics of a social worker	C) the totality of principles, rules of communication and behavior, moral norms and regulations governing relations between social workers and clients

4. Establish a correspondence between the authorities of the Russian Federation and their powers in the field of organizing volunteerism (volunteering):

1. Government of the Russian Federation	A) development and implementation of state programs (subprograms) of the Russian Federation containing activities aimed at supporting volunteerism (volunteerism)
2. Federal executive bodies	B) approval of general requirements for the procedure for interaction between federal executive bodies, executive bodies of constituent entities of the Russian Federation, local self-government bodies, and state and municipal institutions subordinate to them
3. State authorities of the constituent entities of the Russian Federation	C) development and implementation of state programs of the constituent entities of the Russian Federation containing measures aimed at supporting volunteerism (volunteerism), taking into account national and regional socio-economic, environmental, cultural and other characteristics of the region

5. Align the role of the teacher in ministry teaching with its characteristics:

1. Competencies and abilities of the teacher	A) Create an atmosphere of trust and support with students Create conditions for active participation of students in the project Help students actively interact and cooperate with each other, achieving a common goal and team result Help students comprehend the experience they receive-conduct organized reflection
2. Teacher's focus	B) Project goals and results Project relationship with the educational program Development of students ' citizenship
3. Teacher support from the university	in the following areas:) Providing freedom Creating a community of teachers Providing teachers with traditional means

Open-type tasks

1. On what basis do members of the supreme governing body of a voluntary organization perform their duties?
2. Does a voluntary organization have the right to spend its funds and use its property to support political parties or movements?
3. Define the concept of "Charity program"
4. Do the governing bodies of a voluntary association have the right to prescribe the type, time, place and content of activities to volunteers without fail?
5. List the benefits of using the teaching by service approach for students

UK-5. It is able to perceive the cross-cultural diversity of society in socio-historical, ethical and philosophical contexts.

FTD.V.04 MULTICULTURAL EDUCATIONAL ENVIRONMENT

1. Tasks with a choice of one or more possible answers

1. *Select one response option.* The main characteristics of multicultural education and upbringing include:

- a) preservation and development of ethnic cultures, including their values in the practice of education and training;
- b) expanding international cooperation and strengthening the struggle of ethnic and racial minorities for their rights in multiethnic communities;
- c) development of the cultural treasures of their own people by the younger generation and fostering respect for the cultural values of other nationalities;
- d) focus on the formation of knowledge about the cultural characteristics and traditions of various social groups and ways of studying them;
- e) all answers are correct.

2. *Select four possible responses.* The main function of multicultural education is:

- a) eliminating the contradiction between the systems and norms of education and training of dominant nations, on the one hand, and ethnic minorities, on the other;
- b) forming ideas about the diversity of cultures and their interrelationships;
- c) promotion of self-realization and self-esteem of the individual;
- d) fostering a positive attitude towards cultural differences;
- e) development of interaction skills.

2. Tasks for establishing a sequence

1. Establish a sequence in the formulation of multicultural education tasks:

- a) development of behavioral communication skills with representatives of other cultures and ethnic groups;
- b) education in the spirit of peace and cooperation;
- c) fostering an interest and positive attitude towards cultural differences;
- d) mastering the culture of one's own people.

2. Set the sequence of characteristics of the multicultural educational environment of a classical university:

- a) a system of pedagogical factors and conditions;
- b) pedagogical tasks and situations;
- c) components that ensure successful socio-cultural adaptation of students in the learning process in the context of multiethnic interaction.

3. Compliance tasks

1. Determine whether the proposed terms and their characteristics match:

Terms	And characteristics
1. Multiculturalism	A. Multiculturalism preservation and development of ethnic cultures, including their values in the practice of education and training;
2. Multicultural (ethno-confessional) education	. formation of ideas about the diversity of cultures and their interrelationships;
3. The leading function of multicultural education	in Russia. Providing equal opportunities for all ethnic groups to realize their cultural needs; in which the principle of dialogue and interaction of cultures is fully implemented
4. New characteristics of multicultural education and upbringing	Understanding the world as an open system, the main mechanism of existence and development of which is the interaction between cultures, as well as the individual and the environment.

2. Establish a correspondence between the groups of pedagogical goals of multicultural education and their content:

Groups of pedagogical goals	Content of groups of pedagogical goals
1. Pluralism.	A. Support for equal rights to education and upbringing.
2. Equality.	B. To live in the spirit of national political, economic, and spiritual values.
3. Merge.	B. Respect for and preservation

	of cultural diversity.
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4. Open-type tasks

1. Describe the richness of the cultural traditions of your region of residence (no less than 3).
2. Make a selection of publications on the elective topic (at least 3 sources).

CC 6-Is able to manage your time, build and implement a trajectory of self-development based on the principles of lifelong education

B1. V. 01. 09 Business planning

**Tasks with a choice of one or more possible answers
(choose one answer option)**

1. What are the three main reasons why you need to plan your business?

- a) Business planning - thinking about an idea
- b) Business plan - a working tool for decision-making, control and management
- c) Business plan - a way to communicate ideas to interested investors
- d) Business plan - a means to receive money

2. What is a business plan:

- a) a necessary document for earning money or receiving benefits
- b) a detailed justification of the project, which makes it possible to comprehensively assess the effectiveness of the decisions taken.
- c) a working tool that allows you to explore and evaluate any specific direction
- d) profit and loss plan

3. Which plans from the list below should be included in the strategic plan for the development of the structure and potential of the enterprise?

- a) Plan of means of production and personnel (size of the enterprise)
- b) Capital structure plan (equity / debt ratio)
- c) Plan of production or capacity structure
- d) Plan of the organizational structure, legal form and legal status of the company.

4. In which section of the business plan will the expected financial results (budget) of the project be presented?

- a) In the production description
- b) Financially
- c) In the company's description
- e) In the resume

5. What planning document will reflect the profitability of production activities?

- a) In the sales plan
- b) In the production plan
- c) In terms of profit and loss
- d) In the investment plan

Tasks for establishing a sequence

1. Set the sequence of actions to be performed when determining the amount of monthly depreciation charges:

- A) multiply the initial cost of the property by the monthly depreciation rate.
- Б) произведение divide the product of the original cost of the property and the monthly depreciation rate by 100%;
- В) determine the monthly depreciation rate by dividing the annual depreciation rate by 12 months.
- Г) calculate the annual depreciation rate by dividing the unit by the service life (in years) and multiplying by 100%.

2. Set the sequence of actions to be performed when determining the retail price of the product:

- A) sum up the sales price of the intermediary, the trade mark-up, and the value-added tax.
- Б) sum up the selling price of the intermediary and the trade premium.
- В) determine the amount of the product's trade premium in monetary terms, dividing it by 100%.
- Г) determine the amount of the product's trade mark-up in%.

3. Set the sequence of actions to be performed when determining net profit:

- A) determine the profit from sales without VAT;
- Б) summarize the balance of operating income and expenses.
- В) deduct income tax.
- Г) deduct commercial and management expenses.

4. Put in order the stages of determining the level of profitability of products:

- A) calculate the ratio of profit to total cost as a percentage;
- Б) determine revenue from sales.
- В) calculate the profit.
- Г) determine the production cost and sales costs.

5. Establish the correct chronological sequence of organizational steps for starting production:

- A) Evaluation of the efficiency of production processes;
- Б) Analysis of competitors in the market;
- В) Development of technical documentation for the production of products.

Compliance tasks

1. Set the correct ratio:

- 1. Business
- 2. Business activities
- 3. Business planning is...

4. Strategic business planning

1. Initiative independent activity of citizens aimed at obtaining profit or personal income, carried out on their own behalf, under their own property responsibility, or on behalf of and under the legal responsibility of a legal entity
2. Business, business activity aimed at solving problems related ultimately to the implementation of market operations for the exchange of goods and services between economic entities of the market using the forms and methods of specific activities that have developed in market practice.
3. The process of developing strategic business solutions
4. A specific area of business technology that is an integral part of any business, a means of attracting external capital, and ensuring the efficiency of the business itself.

2. Set the correct ratio:

1. **Business plan**
 2. **The purpose of a business plan is to ...**
 3. **Creating a business plan is necessary in cases where ...**
 4. **The main objectives of the business plan at the enterprise are ...**
1. A compiled document related to any new business initiative (new product, project, enterprise).
 2. Suggests a new investment project and you need to determine the necessary capital.
 3. Estimate the costs required for the production and marketing of products in demand in the target market, measure them with the prices at which they can be sold, and determine the potential profitability of the planned business.
 4. Serve as a justification for the newly started business and assess possible results.

3. Set the correct ratio:

1. **Business plan**
 2. **How long is the business plan being developed?**
 3. **Market segmentation**
 4. **Marketing**
1. product sales system based on a comprehensive market study and organization of production in accordance with the dynamics of real demand for the company's products, work and services
 2. activities to classify potential consumers of products in accordance with the quantitative and qualitative structure of demand or their characteristics that affect demand
 3. a working document that represents the overall strategy of the firm's activities in a particular market
 4. three to five years

4. Set the correct ratio:

1. **When describing a marketing strategy, you must answer the following question:**
 2. **The main elements of a marketing strategy should include:**
 3. **Pricing Survival Strategy**
 4. **Commercial risk types include**
1. what characteristics of products, works and services should be emphasized so that the customer decides to purchase them
 2. sales promotion methods and advertising
 3. sales at any price that does not exceed the lower limit of tariff application
 4. non-payment for products

5. Set the correct ratio:

1. **Intra-company risk includes:**
2. **The development of a financial plan is aimed at solving the following tasks:**
3. **The financial plan contains the following sections:**

4. The balance sheet asset includes

1. managers ' mistakes
2. funds, suppliers, and consumers
3. income and expense plan
4. sources of own funds

Open-type tasks

1. The main financial result of the enterprise's commercial activity and the main source of expanding production, investment, and solving social and environmental problems is _____.
2. According to the market principle, the determining factor is _____. This is the market situation, product supply and demand, and other market factors.
3. The percentage of profit to the total cost of sales represents the level of _____ products.
4. The purpose of a business plan may be, for example, to obtain _____, or to attract _____ within the framework of an existing enterprise, or determining the strategic and tactical directions and guidelines of the company itself in the business world.
5. You should keep your innovation and your _____ secret, otherwise you may face competition where you did not expect at all.

UK-6 is able to manage your time, build and implement a trajectory of self-development based on the principles of lifelong education

B1. O. 01. 06 Ministry Training

Tasks with a choice of one or more possible answers

1. The main feature of charitable activities is:

- 1) voluntary choice of the type, time and place, as well as the content of the assistance provided
- 2) mandatory participation in each of the events planned by the public association
- 3) state support for charitable events
- 4) strict control over the use of funds allocated to charity

2. Charitable activities in any form are incompatible with:

- 1) participation in the elimination of emergency situations and their consequences

- 2) informing about the search for missing persons and their participation in it
- 3) participation in events to perpetuate the memory of those who died in the defense of the Fatherland
- 4) pre-election campaigning and campaigning on referendum issues

3. A charitable organization has the right to use for remuneration of administrative and managerial personnel no more than

- 1) 20 percent of the financial resources spent by this organization for the financial year
- 2) 25 percent of the financial resources spent by this organization for the financial year
- 3) 40 percent of the financial resources spent by this organization for the financial year

4. Public associations of charitable orientation may be formed for the following purposes:

- 1) protection of social and cultural rights of citizens
- 2) support for physical education and sports
- 3) upbringing and education
- 4) for any of the specified purposes

5. The fundamental principle of volunteering is the following:

- 1) partnerships
- 2) publicity
- 3) altruism
- 4) humanism

Tasks for establishing a sequence

1. Specify the sequence of competencies of the highest management body of a charitable organization provided for by the Law "On Charitable Activities and Charitable Organizations".

- 1) making decisions on reorganization and liquidation of a charitable organization (with the exception of a charitable foundation)
- 2) formation of executive bodies of the charitable organization, its control and audit bodies and early termination of their powers
- 3) approval of charitable programs
- 4) approval of the annual plan, budget of the charitable organization and its annual report
- 5) making decisions on the establishment of commercial and non-commercial organizations, on participation in such organizations, opening branches and representative offices
- 6) amendment of the charter of a charitable organization.

2. Indicate the sequence of directions provided for by the Law "On Charitable Activities and Charitable Organizations", in which the body that made the decision on state registration of a charitable organization:

- 1) financial and economic activities
- 2) personal composition of the supreme management body of the charitable organization
- 3) composition and content of the organization's charitable programs (list and description of these programs)
- 4) the content and results of the charity's activities

3. Specify the sequence of sources of formation of the charity organization's property provided for by the Law "On Charitable Activities and Charitable Organizations".

- 1) contributions from the founders of a charitable organization
- 2) membership fees (for charitable organizations based on membership)
- 3) charitable donations, including those of a targeted nature (charitable grants) provided by individuals and legal entities in cash or in kind
- 4) income from non-operating operations, including income from securities
- 5) income from resource attraction activities (conducting campaigns to attract benefactors and volunteers (volunteers), including organizing entertainment, cultural, sports and other mass events, conducting campaigns to collect charitable donations, conducting lotteries and auctions, selling property and donations received from benefactors, in accordance with their wishes
- 6) income from business activities permitted by law
- 7) work of volunteers
- 8) income from the activities of business entities established by a charitable organization.

4. Specify the sequence of rights of organizers of charitable activities and patronage, resource centers of charitable organizations provided for by the Law "On Charitable Activities and Charitable Organizations":

- 1) participate in the formation and activity of coordination and advisory bodies in the field of volunteerism (volunteerism) established under state and local government bodies
- 2) interact with state and local government bodies, state and municipal institutions and other organizations in accordance with the procedure established in accordance with the legislation of the Russian Federation
- 3) inform citizens, including jointly with interested organizations, about opportunities to participate in voluntary (volunteer) activities
- 4) receive support from state authorities and local self-government bodies in accordance with the legislation of the Russian Federation, the legislation of constituent entities of the Russian Federation and municipal regulatory legal acts.

5. Specify the sequence of grounds for payment of compensation to volunteers provided for by the Law "On Charitable Activities and Charitable Organizations":

- 1) participation in the elimination of emergency situations and their consequences, prevention and extinguishing of fires, carrying out emergency rescue operations, as well as providing assistance to victims of natural disasters, environmental, industrial or other disasters, social, national, religious conflicts, victims of repression, refugees and internally displaced persons
- 2) assistance in providing citizens suffering from diseases that pose a danger to others with medical care in organizations that provide medical care
- 3) participation in the search for missing persons, including providing assistance to the internal affairs bodies (police) and other law enforcement agencies in the search for missing persons.

Compliance tasks

1. Establish a correspondence between the types of societies that existed in the history of mankind and the forms of public associations that played a key role in social support of the population

1. pre-bourgeois societies	A) trade unions
2. bourgeois society ("classical capitalism")	B) religious associations
3. modern society	C) non-profit organizations of social orientation

2. Establish a correspondence between the concepts that reflect the activities of charitable organizations and their definitions

1. social culture	A) the experience that has absorbed the memory of generations in the field of social relations, reproduction and development of social norms, interaction and communication in various historical conditions
2. social policy	B) the system of social priorities and mechanisms for implementing legally established social, legal and economic guarantees of citizens
3. ethics of a social worker	C) the totality of principles, rules of communication and behavior, moral norms and regulations governing relations between social workers and clients

3. Establish a correspondence between the concepts that reflect the activities of charitable organizations and their definitions

1. "third sector"	A) non-profit organizations created to solve social problems and provide services to the population that, due to their
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	specifics, cannot be properly provided by the state and business
2. a public association	B) a non-affiliated public association whose goal is to jointly solve various social problems
3. an independent public activity	body C) a voluntary, self-governing non-profit organization a formation created on the initiative of citizens united on the basis of common interests

4. Establish a correspondence between the authorities of the Russian Federation and the reached age of a citizen of the Russian Federation and their powers in the field of charity and volunteerism (volunteering):

1. Government of the Russian Federation	A) development and implementation of state programs (subprograms) of the Russian Federation containing activities aimed at supporting charity and volunteerism (volunteerism)
2. Federal executive bodies	B) approval of general requirements for the procedure for interaction between federal executive bodies, executive bodies of constituent entities of the Russian Federation, local self-government bodies, and state and municipal institutions subordinate to them
3. State authorities of the constituent entities of the Russian Federation	C) development and implementation of state programs of the constituent entities of the Russian Federation containing activities aimed at supporting charity and volunteerism (volunteerism), taking into account national and regional socio-economic, environmental, cultural and other characteristics of the region

5. Establish a correspondence between the concepts used in the process of describing the activities of a volunteer association and their definitions

1. technology	A) knowledge system about methods and means of qualitative transformation of objects
2. social technology	B) knowledge system about methods and means of qualitative transformation of objects
3. technology of social work	C) knowledge system about methods and means of qualitative transformation of the client's living conditions

Open-type tasks

1. Define this type of charitable assistance as a charitable donation.
2. Define the concept of philanthropy.
3. Name the main elements in the methodological arsenal of research on the effectiveness of charitable public associations ' activities.

4. Specify the types of charitable public associations that differ in their territorial scope of activity.
5. On what basis do members of the supreme management body of a voluntary organization perform their duties?

UK-6. Able to manage your time, build and implement a trajectory of self-development based on the principles of lifelong education

B1. O. 04. 04. Management

Tasks with a choice of one or more possible answers

1. A career is (choose all possible options):

1. the sequence of positions held by an employee in one organization;
2. the sequence of positions throughout a person's professional life;
3. gradual promotion through the career ladder, accompanied by changes in the skills, abilities, and qualification capabilities of the employee;
4. promotion of a person through the levels of production, social, administrative or other hierarchy;
5. the path to success, a prominent position in society, in the service field, as well as the very achievement of such a position;
6. change in a person's social status, accompanied by an increase in their income.

2. Possible career goals (select all possible options):

1. get a job or position that enhances a person's capabilities and promotes their development;
2. have a job or position that is creative in nature;

3. to work in a profession or hold a position that contributes to achieving a certain degree of independence;
4. get a job or position that pays well or allows you to have large side income at the same time;
5. have a job or position that will allow you to continue active training;
6. get a job or position that allows you to work in the household, raise children;
7. satisfaction of a person's need for power.

3. The most important condition for a professional career is:

1. finding and combining the meaning of personal life, service and social processes;
2. getting a high status in the organization and being recognized by the higher management.

4. The ability of a person to perform an appropriate activity at a given level of efficiency for a certain time is:

1. working capacity.
2. intelligence
3. initiative level

5. The qualities of a manager that imply the manifestation of a sufficiently strong and deep interest in his business, without which a creative approach to the problems being solved is impossible, are his:

1. purposefulness
2. perseverance in your work
3. industriousness

Tasks for establishing a sequence

1. Determine the correct sequence of business career stages:

1. formation;
2. preliminary;
3. save;
4. promotion;
5. pension plan;

6. completion.

2. Set the correct sequence of stages for building an effective career for a person:

1. conscious and independent choice of profession;
2. obtaining a professional education, which has a great impact on the success of self-realization, career success, gaining public recognition, developing personal abilities in achieving material well-being, etc.;
3. thinking through and drawing up (independently or with the help of specialists) a personal professional and life plan, taking into account personal abilities and anticipating possible obstacles;
4. acquire knowledge and skills on how to find and get a job.

3. Set the correct sequence of steps in the life goal search technology:

1. clarification of needs;
2. clarifying opportunities.
3. making a decision about what you need.
4. selection.
5. specify the goal.
6. setting time limits;
7. control your achievements.

4. Set the correct sequence of levels in Benjamin Franklin's own time management system ("Franklin Pyramid"):

1. Choosing your values.
2. A big goal.
3. Planning for five years of life.
4. Planning your life year.
5. Planning your lifestyle.
6. Planning your life week.
7. Plan one of your own days.

5. Set the correct sequence of stages of the "Alps" method used in the practice of self-management when planning a working day:

1. Creating tasks for the day.
2. Estimation of the duration of promotions.
3. Reserve time "in reserve".
4. Making decisions on priority cases, abbreviations, and reassignment (delegation).
5. Follow-up control-transfer of outstanding tasks.

Compliance tasks

1. Establish a correspondence between career models and their characteristics:

1. "Stairs"	But. Rising through the ranks to the highest managerial position; remaining in this position until retirement
2. "Springboard"	B. Consistent and relatively rapid change of different functional positions horizontally with vertical promotion through the service ladder
3. "Snake "	V. Step-by-step rise in the service hierarchy (growth of the employee's potential; holding high positions, and then gradually descending the service ladder)
4."Pereputye "	G. Stay in each position for a limited period (up to 5 years), followed by a capacity assessment and a decision on raising, maintaining or lowering the official level

2. Establish a correspondence between career principles and their characteristics:

1. The principle of proportionality in career	A. The speed of career advancement is maintained in proportion to the overall movement of the group or production team. It is this movement that ensures stability
2. The principle of maneuverability of career	B.Moving up the career ladder with appropriate behavioral adjustments, making concessions to circumstances, etc.;
3. The principle of career efficiency	. The choice of such a method of activity and career advancement that gives the greatest result with the least expenditure of resources, distribution of forces,

	rhythmic change of states of tension and relaxation, physical, psychological and intellectual training, avoiding unnecessary (irrational) actions
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3. Establish a correspondence between the main groups of qualities of a manager who is able to manage himself, and their criteria:

1. Ability to formulate life goals correctly	. Optimal orientation and mobilization of one's own abilities and vital resources.
2. Personal organization	B. Ability to live and work according to the system.
3.	V.'s self-discipline. Ability to manage your own behavior: "keep yourself in a bunch".
4. Self	-control of their activities Ability to constantly monitor the processes of their activities and their results.

4. Establish a correspondence between career types and their characteristics:

1. Linear career.	A. A career type in which people stay in a particular industry and work their way up from lower-level to higher-level positions in one or more organizations.
2. Spiral career	B. A type of career in which people go through a number of professions, each of which is based on already acquired skills and abilities, but also requires new skills
3. A fickle career.	B. A type of career that is characterized by a change of many types of professional activities that are not related to each other.

5. Establish a correspondence between the stages of a person's career and their characteristics:

1. Preliminary stage.	A. Mastering the chosen profession, acquiring and developing specific skills and knowledge
2. Becoming.	B. Choice of field of activity, training and professional self-determination, preparation for work.
3. Promotion.	B. Professional development, promotion and further development
4. Conservation.	D. Completion of work, preparation for retirement, mentoring
5. Completion.	D. Peak professional qualification

Open-type tasks

1. What is self-discipline?
2. Purposeful and consistent application of proven scientific and practical methods and techniques of management in everyday life in order to make the best use of your time and your own abilities, consciously manage the flow of your life, and skillfully overcome external circumstances both at work and in your personal life – this is ...
3. What is career planning?
4. What is a self-photo of the working day?
5. A set of stable traits of a person that make up his personality and manifest themselves in certain mental states, behavioral patterns, habits, mindset, emotional and volitional properties – this is ...

UK-6. Able to manage your time, build and implement a trajectory of self-development based on the principles of lifelong education

B1. V. 01. 01 Fundamentals of consumer behavior

Tasks with a choice of one or more possible answers

1. Behaviorism is the science of:
 - A) needs
 - B) the market
 - C) behavior
 - D) economy
2. The "black box" includes:
 - A) product and brand selection
 - B) various stimuli
 - C) buyer's consciousness
 - D) selecting the purchase object
3. The beliefs of people, including consumers, about the goals or end states they are striving for are:
 - A) instrumental values (funds)
 - B) terminal (final) values
 - C) cognitive (conceptual) values
 - D) adaptive values

4. The thoughts, aspirations, and feelings of the consumer associated with the awareness of certain needs and with encouraging them to engage in consumer activities and interpersonal communication are:

- A) aspirations
- B) dreams
- C) motive
- D) incentive

5. Environmental (social) factors include:

- A) structure and size of income, level and content of education, place of residence (registration, registration) and place of stay, etc.
- B) personal assessment of their social status
- C) product range(goods and services), availability of material, spiritual and social benefits
- D) Mass media, advertising and propaganda, PR, reference groups, public opinion leaders, etc.

6. Consumers who meet their needs free of charge (free of charge) are:

- A) consumers-companies
- B) the company
- C) family
- D) End users

Tasks for establishing a sequence

1. Arrange the stages of the consumer's decision-making process in the correct sequence:

- A) search for information;
- B) awareness of needs;
- C) consumption;
- D) pre-purchase evaluation of options;
- E) purchase;
- F) post-purchase evaluation of options;
- G) release.

2. Arrange the motif formation stages in the correct sequence:

- A) transformation of the need into a motive;
- B) the occurrence of a need;
- C) awareness of the motive;
- D) awareness of the need;
- E) "meeting" the need with the incentive;

3. Arrange the steps of the model building process in the correct sequence:

- A) Checking the model for validity.
- B) Update the model.

- C) Applying the model
- D) Building a model.
- E) Problem statement.

4. With a high degree of engagement and an intelligent method of cognition, the consumer will consistently go through a chain of three levels of reaction:

- A) make
- B) find out
- C) feel it

5. The process of perception of a new product consists of five stages:

- A) Full perception (perception)
- B) Rating
- C) Awareness
- D) Sample
- E) Interest

6. Arrange the components of the customer behavior model in the correct order.

Kotler:

- A) "Black box"
- B) Customer responses
- C) Stimuli

Compliance tasks

1. Match:

1. Consumer in economic theory	A) a citizen who has the intention to order or purchase goods (work, service), or who orders and purchases goods (work, service), or uses goods (work, service) for personal, family, or household needs that are not related to entrepreneurial activity
2. The consumer in marketing	B) the subject that makes a demand for goods, as well as as the seller's counterparty, which has sovereignty and rationalism
3. Consumer in management	C) participant in the exchange of values created in the production process and embodied in both tangible and intangible benefits
4. Consumer under the law	D) a person or group of people who participate in the workprocess and, receiving the result in the form of a product or service, act depending on it

2. Match:

1. functional value	A) perceived utility inherent in the alternative due to the specific situation created in the selection process
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2. social value	B) perceived utility inherent in the alternative due to its ability to evoke special feelings towards it
3. emotional value	C) perceived utility inherent in the alternative due to its association with behavioral stereotypes of social groups
4. social value relative value	(D) perceived utility inherent in an alternative because of its ability to serve a functional, utilitarian, or physical purpose

3. Match:

1. the scope of the search	A) characterizes the order of the ongoing search for information
2. the direction of the search	B) the totality of the considered brands, stores, sources of information and the time spent on the search
3. the search sequence	C) reflects the characteristics of the brands, stores, and information sources considered by the consumer

4. Match:

1. Physical risk	A) the perception of how much appreciation and respect from others will increase after a given purchase, how much the consumer's status will change, and how much the consumer's own self-esteem and self-esteem will grow
2. Financial risk	B) perception of whether the purchased product will serve its intended purpose and will be able to solve the consumer's problems
3. Functional risk	C) an idea of how much the price of the product corresponds to its value, whether the costs of the consumer will be recouped
4. Social and psychological risk	D) an idea of the degree of safety of the product, what harm the product can cause to the life, health, property of the consumer and the environment in the process of use and disposal

5. Match:

1. the economic and mathematical model	A) describes the behavior of a group of people and the various roles played, for example, by family members when making purchases or members of the buyer's "purchasing center" - an organization
2. the socio-economic model	B) describes the behavior of consumers, taking into account their division by social strata and income levels
3. organizational and economic model	C) mathematical description of consumer behavior in order to obtain a correlation between the behavioral characteristics of the consumer and the factors influencing this behavior

6. Match:

1. The economic model	A) is based on the assumption that consumers do not have a conscious idea of their needs and act in the market mainly unconsciously, irrationally, under the influence of personal characteristics, emotions and the uniqueness of accumulated life experience
2. The sociological model	B) is based on the assumption that the buyer is rational and consistent in his actions when buying goods and meeting needs.
3. The psychological model	C) is based on the assumption that the main role in purchasing behavior is played by the social environment that surrounds a person or to which he or she aspires to belong

Open-type tasks

1. The set of values that determines the market choice of an alternative by the consumer, and each value makes a differentiated contribution to the result of consumer decision – making-this is...
2. Sustainable forms of implementation of consumer habits, stereotypes and values in consumer behavior in conditions that are limited by environmental factors are...
3. A purchase that the customer did not plan before coming to the store (an impulsive purchase). Such purchases are characterized by intensity, spontaneity, excitement and thoughtlessness of the consequences of the purchase-this is...
4. Psychological research of consumer groups or individuals in terms of their characteristics, values, beliefs, preferences, and behaviors is ...
5. A certain group of people whose intended position is used by the individual as a basis for current behavior and the formation of norms and values that determine the perspective of thinking and behavior of a person is...
6. The system of thoughts and feelings, intentions and actions developed by society and assimilated by the individual, which is appropriate in a given situation for a person occupying a certain social position, is...

CC 7-Is able to maintain the proper level of physical fitness to ensure full-fledged social and professional activities

B1. 0. 03. 03 Physical culture and sports

Tasks with a choice of one or more possible answers (only one correct answer is possible)

1. Basic means of physical culture:

- A. Sports training;
- B. Physical activity;
- B. Metered load
- D. Physical exercises.

2. Physical education is:

- A. A part of the society's culture aimed at promoting health and creating favorable conditions for sports;
- B. Pedagogical process aimed at teaching motor actions and developing physical qualities;
- B. Physical exercises;
- D. A part of universal culture, a set of material and spiritual values created and used by society for the purpose of physical development of a person, strengthening his health, improving motor qualities and forming motor skills.

3. Physical education is:

- A. The process of developing a person's physical qualities;
- B. The pedagogical process of changing and developing the morphological and functional properties of the human body;
- B. Pedagogical process aimed at the formation of physical culture of the individual;
- D. The process of teaching a person motor skills.

4. The result of physical training is:

- A. Physical development;
- B. Physical perfection;
- B. Physical fitness;
- D. Ability to perform motor actions correctly.

5. What test does not determine the physical quality of endurance?

- A. 6-minute run.
- B. 100-meter run:
- B. 3-kilometer cross-country skiing race;

G. Swimming 800 meters.

6. Speed as a physical quality is understood as

- A. Ability to run fast.
- B. Human movements that allow rapid movement in space;
- C. Ability to maintain a high pace of movement while moving very fast;
- D. Ability to perform motor actions in minimal time.

7. To achieve the training effect, it is necessary to perform exercises with heart rate (heart rate):

- A. 130-150 beats / min.
- B. 100-110 beats / min.
- B. 90-100 beats / min.
- D. 110-120 beats/min.

8. Sports are:

But. A type of social activity aimed at improving a person's health and developing their physical abilities;

B. The actual competitive activity, special training for it, as well as specific attitudes, norms and achievements in the field of this activity;

B. Physical activity aimed at strengthening and improving the health of the human body;

D. Pedagogical process aimed at morphological and functional improvement of the human body.

9. What is tempering?

A. Increasing the body's resistance to environmental factors through their systematic impact on the body;

B. Prolonged exposure to the cold in order to get used to low temperatures;

B. Swimming in winter;

D. List of procedures for exposure to the human body.

10. General physical training is understood as a training process aimed at:

A. The formation of a positive attitude for physical education;

B. The right to comprehensive and harmonious physical development of a person;

B. To promote health;

D. To achieve high sports results.

Tasks for establishing a sequence

1. Set the correct sequence of performing physical exercises in the "Morning Gymnastics" complex;

A. Exercise "Circular shoulder rotations";

B. Exercise "Squat";

B. Walking on the spot;

D. Exercise "Head tilts to the side";

E. Exercise "Circular rotation of the arms in the elbow joints";

E. Exercise "Alternate lifting of the legs bent at the knee joint";

Zh. Exercise "Torso tilts".

2. The main hygienic principles of hardening should be used(applied) in the following sequence:

A. Self-control.

B. Gradualness.

B. Diversity of means and forms;

D. Systematic approach.

E. Taking into account individual characteristics;

E. A combination of general and local procedures,

3. Specify the correct sequence of exercises in the Callanetics complex:

A. Exercise for the back muscles and balance;

B. Stretching the leg muscles (with a chair);

B. Exercise on the front surface of the thigh and buttocks.

4. When keeping a self-control diary, it is advisable to enter objective and subjective indicators of self-control in the diary in the following sequence:

But. Physical activity;

B. The desire to engage.

B. Well-being, sleep, appetite;

D. Pulse at rest (lying down in the morning for 1 min), Pulse before class, Pulse after lessons.

5. Conditionally distinguish 3 stages in the construction of the process of mastering motor action. Set the correct sequence:

A. Consolidation and further improvement of motor action;

B. Initial learning;

B. In-depth, detailed learning.

6. To provide first aid in case of heat stroke, the following measures should be taken:

- A. give the victim a sniff of cotton wool soaked in ammonia;
- B. Call an ambulance.
- B. put a cold compress on the head and chest of the victim;
- D. move the victim to a cool place.
- D. remove the victim's restrictive clothing.
- E. give the affected person cold salted water or cold sweet tea approximately 100-150ml.

7. Arrange in ascending order the number of players in teams by sport that play in the main squads.

- A. Football;
- B. Handball;
- B. Volleyball;
- G. Basketball.

8. According to the structure of the specific weight of risk factors for health, the most significant factor is.... distribute the factors in descending order of importance

- A. Genetics, human physiology;
- B. Lifestyle;
- B. Health and medical activism;
- D. External environment.

9. When drawing up a set of general development exercises, it is necessary to follow the following sequence:

- A. Exercises for the neck muscles (bends, turns, circular movements of the head);
- B. Exercises for the shoulders and arms (lifts, leads, circular movements);
- B. Turns, inclines, and circular torso movements.
- D. Swings and lunges with your feet.
- D. Semi-squats, squats.
- E. Exercises in the stands and knee rests;
- Zh. Exercises performed in a sitting position.
- Z. Exercises performed in the supine position.

10. Establish the correct sequence of stages in the motor action training process.

- A. In-depth detailed learning, formation of motor skills;
- B. Formation of motor skills, achievement of motor skills skills;
- B. Introduction, initial learning of the movement.

Compliance tasks

1. Fatigue – a temporary condition of the body characterized by a decrease in working capacity as a result of prolonged or excessive exercise, which can go to an extreme degree, be of a long – term nature, or turn into a disease-overwork. Establish a correspondence between the state of the body and signs of fatigue, overwork.

Body condition:	Signs:
A. Fatigue	1. Reduced labor productivity.
B. Overwork	2. Reduced intensity and speed of movement.
	3. Increased sweating.
	4. Significant redness of the skin.
	5. Weakened attention span
	6. Shortness
	of breath 7. Rapid heartbeat.
	8. Lack of coordination of movements.
	9. Violation of the consistency and rhythm of the work of different muscle groups.
	10. The desire to perform any actions disappears.
	11. Shallow breathing through the mouth
	12. Headache, nausea, vomiting.

2. Establish a correspondence between the intensity of physical activity and heart rate:

Load volumes:	C. S. frequency parameters
1. Small	A. 170-200 bpm.
2. Load of medium intensity	: 130-150 beats/min.
3. High load	in. 100-130 beats/min.
4. The maximum load	is 150-170 beats/min.

3. Establish a match between the type of sport and the accessory of the sports equipment or equipment.

Sport	type Projectile or object
1) Gymnastics 2) Rhythmic gymnastics	A) Hoop B) uneven bars C) log D) Ball

4. Indicate the correct correspondence of physical means for the education of physical qualities:

physical exercise	physical quality
1) swimming 800m 2) shuttle running 3) jumping rope 4) squat	A) speed B) agility (coordination) C) Endurance D) Strength

5. Indicate the correct ratio of the development of physical qualities by means of physical exercises

physical quality	physical means
1) strength 2) speed 3) flexibility 4) endurance 5) coordination	A) 3000m run B) 100m run C) push -up d) lean forward on the gym bench E) catch the ball on cue

6.

6. According to the norms of a balanced diet, the daily intake of nutrients: protein, fat and carbohydrates per 1 kg of body weight corresponds to:

nutrients	are the norm per 1kg.
1) protein 2) fat 3) carbohydrates	A) 0.8-1.5 g B) 1.5-2 g C) 2 g

7. Establish a correspondence between food products and substances that are mainly obtained by the body during their consumption.

nutrients	food
1) protein 2) fat	A) fermented dairy products B) baked goods

3) carbohydrates 4) calcium	C) fish, meat D) sunflower seeds
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8. Establish compliance with the standards presented in the All-Russian Physical Culture and Sports Complex "Ready for Labor and Defense" for determining physical quality

physical quality	standard
1) speed 2) strength 3) endurance 4) flexibility	A) running 2000, 3000m. B) running 60m. C) pull-up from a hanging position on a high (low) crossbar D) lean forward from a standing position on a gymnastic bench

9.

Divide physical exercises (sports) into groups based on the biomechanical structure of movement.

biomechanical structure of movements	physical exercises (sports)
1) cyclical 2) acyclic 3) mixed	A) long jump, running javelin throw B) cross-country running, cycling, swimming C) long jump, ball throwing, kettlebell lifting

10.
Est
abli
sh a

match between sport and exercise

sport	type physical exercise
1) sambo wrestling 2) track and field athletics 3) gymnastics 4) volleyball 5) basketball 6) badminton	A) floor exercises B) heel jerk throw C) triple jump D) top serve E) flat serve F) free throw

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Open-type tasks

1. Regular exercise helps to improve performance, because:
 - A. Provide enhanced performance.....
 - B. They provide a large amount of muscle work at different speeds.....
 - B. Provide enhanced system performance.....
2. It is recommended to combine strength exercises with back exercises.....
3. The ability of a person to perform long-term effective muscle work of moderate intensity, which requires the functioning of the vast majority of skeletal muscles.....
4. Define physical quality, strength is a person's ability to overcome or resist it through muscle effort (tension).
5. Define physical quality, speed – the ability to perform a motor action..... (in the shortest amount of time).
6. Define physical quality, flexibility is the ability to perform movements with ease.....
7. Define physical quality, endurance – the ability of a person to resistduring physical exertion.
8. A healthy lifestyle, as defined by the World Health Organization, is "an optimal quality of life defined by a person's motivated behavior aimed at improving the quality of life."..... under the influence of natural and social environmental factors".

9. Heart rate is a physical quantity obtained by measuring the number of heartbeats.....per unit of time.

10. Physical fitness is the level of development of physical qualities that a person acquires in the course of classes.....

CC 7-Is able to maintain the proper level of physical fitness to ensure full-fledged social and professional activities

B1. 0. 03. 04 Elective subjects in physical culture and sports

Tasks with a choice of one or more possible answers (only one correct answer is possible)

1. Physical development means...

A. the process of changing the morphofunctional properties of the body throughout life;

B. muscle size, body shape, functional capabilities of respiration and blood circulation, physical performance;

B. the process of improving physical qualities through physical exercises exercises;

D. the level determined by heredity and regularity of classes physical culture and sports.

2. The ability of a person to perform motor actions with a large range of movements is called:

A. flexibility.

B. dexterity;

B. Endurance.

3. How many zones is the volleyball court divided into?

A. 4;

B. 7;

B. 5;

G. 6.

4. How does a volleyball game start?

A. The game begins by entering the ball into play with a serve as requested by the referee.

B. the game begins by entering the ball into play with a feed from the right side of the court.

- C. The game begins by entering the ball into play by serving according to the draw.
5. The technique of movements is usually called:
- A. rational organization of motor actions;
 - B. composition and sequence of movements when performing exercises;
 - B. method of organizing movements when performing exercises;
 - D. a method of expedient solution of a motor problem.
6. What test does not determine the physical quality of endurance?
- A. 6-minute run.
 - B. running for 100 meters;
 - B. 3-kilometer cross-country skiing race;
 - G. Swimming 800 meters.
7. With the development of strength endurance, the intensity of exercises is...
- A. 10-30%
 - B. 60-70%
 - B. 20-50%
 - G. 85-95%
8. The term "sport" is usually used to refer to:
- A. Historically developed human activity aimed at physical improvement and achieving high results when participating in competitions;
 - B. A historically established system for organizing and managing the process physical education;
 - B. A purposeful pedagogical process in the course of which the applied orientation of physical education is carried out;
 - D. The highest level of physical development and fitness of a person.
9. Playing time in basketball consists of...
- A. 4 periods of 10 minutes each.
 - B. Consisting of 4 periods of 5 minutes each.
 - B. From 3 periods of 8 minutes each.
 - D. From 6 periods of 10 minutes each.
10. Speed as a physical quality is understood as...
- A. Ability to run fast.
 - B. Ability to perform motor actions in the shortest possible time;
 - V. Human movements that ensure active movement in space;
 - D. Ability to maintain a high pace of movement at a very fast speed. moving around.

Tasks for establishing a sequence

1. Set the sequence of problem solving in teaching the technique of physical exercises ...
 - A) pinning;
 - B) familiarization;
 - C) unlearning;
 - D) improvement.
2. Set the sequence in the sequence of parts of the lesson (class) in the discipline "Elective disciplines in physical culture and sports"
 - A) The main part;
 - B) The final part;
 - C) The preparatory part.
3. Set the sequence of phases(stages) in the 100m race.
 - A) Starting acceleration;
 - B) Distance running;
 - C) Finishing;
 - D) Start.
4. Build in a logical order the sequence of building physical exercises in the complex of morning hygienic gymnastics
 - A) Exercises for the torso muscle groups;
 - B) Defecation on the muscle groups of the shoulder girdle;
 - C) Exercises to restore breathing, coordination, balance;
 - D) General impact exercises (running, walking);
 - E) Exercises for muscle groups of the lower extremities.
5. In what sequence of actions is the long jump performed from a standing position with a push of two legs?
 - A) Put your feet shoulder-width apart;
 - B) Perform a jump;
 - C) Stand on the jump line;
 - D) Bend the lower back and raise your hands up;
 - E) We land on two legs
6. Establish the sequence of building physical exercises in the preparatory part of the athletics class.
 - A) Specifically running exercises;
 - B) Walking;
 - C) General development exercises;
 - D) Building;
 - E) Slow running.

7. Set the sequence of construction of the final part of the physical education lesson
- Bring the body and psyche of students to an optimal functional state;
 - Summarize the results of the training activities;
 - Issue an individual homework assignment.
8. Arrange in descending order the number of players in teams by sport that play in the main squads.
- Basketball;
 - Football.
 - Volleyball;
 - Badminton.
9. Distribute sports in ascending order by the end points of one game of the game.
- Volleyball;
 - Babminton.
 - Table tennis.
10. In what order is it recommended to pass control tests on physical exercises?
- Long jump from a standstill;
 - Running for 60m;
 - Push-ups from the floor.

Compliance tasks

1. When building a fitness training session, it is advisable to build a set of exercises adhering to the following principles:

part of the training	exercise orientation
A. At the beginning of training	1. Basic exercises
B. At the end of workout	2. Exercises for large muscle groups
	3. Exercises for lagging muscle groups
	4. Exercise machines
	5. Isolation exercises
	6. Exercises for strong muscle groups
	7. Exercises for small muscle groups
	8. Exercises with free weights

2. Establish a match between sport and exercise

Sport	type physical exercise
1) Basketball 2) Gymnastics 3) Volleyball 4) Track and field 5) Badminton	A) Floor exercises B) Step jump C) Shortened kick D) Overhead kick E) Chest kick

3. Establish a match between the type of sport and the number of athletes who are on the court for one team during the game

sport	type number of people
1) Volleyball 2) Basketball 3) Soccer 4) Badminton (mixed)	A)6 B) 2 C) 5 D) 11

4. Establish a match between the time in one period (match) and the sport

sport	type time, min.
1) Volleyball 2) Basketball 3) Soccer 4) Rugby	A) 45 B) No time C) 10 D) 40

5. Divide physical exercises (sports) into groups based on the biomechanical structure of movement.

biomechanical structure of movements	physical exercises (sports)
1) Cyclical 2) Acyclic 3) Mixed	A) long jump, running javelin throw B) cross-country running, cycling, swimming C) long jump, ball throwing, kettlebell lifting

6.

Est

abolish compliance with the standards presented in the All-Russian Physical Culture and Sports Complex "Ready for Labor and Defense" for determining physical quality

Standard	physical quality
1) Quickness 2) Strength 3) Endurance 4) Flexibility	A) Push-ups from the floor B) Swimming C) Running 100m D) Leaning forward from a standing position on the gym bench

7. Set the ratio between the type of running and the distance

type of running	distance, meters
1) Short distance running 2) Middle distance running 3) Long distance running	A) 1000m, 2000m B) 60m, 100m, 200m, 400m C) 3000m, 5000m

8. Establish a correspondence between the exercise intensity zones and the heart rate range:

physical activity	HR, %
1) Low intensity 2) Supportive nature 3) Of Developmental nature 4) Submaximal and maximum intensity	A) from 85 to 95% B) less than 75% C) from 75 to 85% D) more than 95%

9. Establish a correspondence between a healthy lifestyle and its components

Name	of the components
1) Healthy lifestyle	A) Favorable weather on the street B) Physical activity C) Hardening of the body D) High wages E) Rational nutrition

	F) Travel by road W) Personal hygiene H) Optimal mode of work and rest
--	--

10. Establish a correspondence between the development of physical qualities/abilities and the physical exercises used

physical qualities / abilities	physical exercises
1) Speed and strength 2) Strength 3) Speed 4) Quickness of reaction 5) Endurance 6) Flexibility 7) Coordination	A) Standing knee lift B) Standing long jump C) Running with acceleration downhill D) Running and jumping in place for 30 seconds E) Bench press F) Running at the signal of the trainer G) Jumping rope

Op

en-type tasks

1.- this is a set of special techniques necessary for a volleyball player to successfully participate in the game.
2. - a defense technique in volleyball that blocks the way of a ball flying after an opponent's offensive kick.
3.- a process aimed at developing a person's physical qualities, abilities (including skills and abilities), taking into account their type of activity and socio-demographic characteristics.
4.- this is the ability to perform complex coordination movements or quickly change the position of the body. For example, to soften a fall or dodge a ball flying at you.

5. — one of the ways of movement (locomotion) of humans and animals; it is distinguished by the presence of the so-called "flight phase" and is carried out as a result of complex coordinated activity of skeletal muscles and limbs.
6. - form of activity, struggle, competition for achieving excellence, the best result.
7. - the ability of a person to perform physical exercises with a large amplitude.
8. - a defensive action used in volleyball to prevent the ball from touching the court.
9. - a specific movement of a player of one team, when performing which the athlete obscures the basketball player with the ball and provides him with a freer passage through the zone.
10.- this is a condition that occurs as a result of intensive or prolonged work and is accompanied by a decrease in physical disability

UK-8 is able to create and maintain safe living conditions in everyday life and in professional activities to preserve the natural environment, ensure sustainable development of society, including in the event of a threat and occurrence of emergency situations and military conflicts

B1. O. 03. 01 Life safety

Tasks with a choice of one or more possible answers

1. Belarusian Railways studies:

but. Man-made, natural, anthropogenic and social hazards;
b. Social phenomena
B. Natural phenomena
d. Human habitat
2. Security is a human condition in which:

but. With a certain probability, the manifestation of hazards is excluded.
b. All hazards are completely excluded.
B. Separate hazards are completely excluded.
3. Procedure for recognizing and quantifying negative environmental impacts:

- a. Protection against hazards;
- b. Elimination of hazards;
- B. Hazard identification;
- d. Definition of risk.

4. Measures to remove toxic substances from the environment include:

- a. Disinfection;
- b. Decontamination.
- B. Deratization;
- G. Degassing.

5. For an object, the main planning document for emergency prevention and response is:

- a. the facility's action plan for emergency prevention and response;
- b. a plan of protection against radiation, chemical and bacterial contamination;
- b. Emergency localization plan;
- d. plan for ensuring the protection of personnel in various types of emergencies;
- e) a plan for preparing the population for emergency protection.

6. Methods for separating the homosphere and noxosphere in space or time
How long does it take to use:

- a. screens.
- b. filters.
- b. robots;
- d. workwear;
- D. shelters.

7. Negative effects on people of means and objects of labor, materials, machines, buildings, structures are called ... risk:

- a. man-made.
- b. environmental issues.
- b. individual;
- g. social;
- D. national.

8. "Any activity is potentially dangerous" - these are ... life safety sciences:

- a. the principle;
- b. the item.
- b. the axiom;
- d. the object.

D. goal.

9. The science of the dangers of the world around us is ...:

- a. noxosphere
- b. the homosphere.
- b. psychology;
city of noxologiya;
- e) riskology.

Tasks for establishing a sequence

1. Sequence of actions for early notification of the threat of hurricanes, storms, tornadoes

- 1) Turn on the TV, radio, and listen to recommendations
- 2) Prepare food and drinking water supplies
- 3) Close and reinforce doors, windows, attic hatches, and air vents
- 4) Turn off gas, water, electricity, extinguish the fire in the stove
- 5) Take the necessary things and documents and move to the shelter

2. Sequence of actions for early flood notification

- 1) Leave the building and go to the evacuation point
- 2) Turn on the TV, radio, listen to messages and recommendations
- 3) Take the necessary things and documents
- 4) Move valuables to the upper floors
- 5) Turn off gas, water and electricity, extinguish the fire in the stoves

3. The sequence of actions in case of contact with AHS on the skin

- 1) Contact a medical facility
- 2) Rinse your eyes with water for 10-15 minutes
- 3) Remove AHS mechanically
- 4) Apply degassing solutions or wash the affected person with soap and water
- 5) Perform sanitary treatment

4. The sequence of actions when the smell of gas in the apartment:

- 1) turn off the gas tap
- 2) turn off electrical appliances
- 3) call 04
- 4) turn off the gas stove burners

5. When you hear the "ATTENTION ALL!" signal, you must:

- 1) Provide assistance to children and the elderly
- 2) Use personal protective equipment (if available)
- 3) Turn off light, gas, water, heating devices
- 4) Turn off the hood, seal the room
- 5) Take documents, first aid kit, personal protective equipment, necessary things, food, water
- 6) Take shelter in a protective structure (shelter, basement, basement)
- 7) Close the windows tightly

Compliance tasks

1. Divide natural hazards into groups

1.Geofizicheskoe	1. Storms, hurricanes, tornadoes
2.Geological	2. Floods, floods
3. Meteorological	3. Earthquake, volcanoes
4.Hydrological	4. landslides, mudslides, landslides

2. Spread out the scale of emergencies

1. Local	1.does not extend beyond the territory of one subject of the Russian Federation
2.Municipal	services 2.it does not extend beyond the territory of item
3.Regional	3. goes beyond the territory of the Russian Federation
4.Cross-border	4. does not extend beyond the territory of one settlement

3. Compare the definition of theoretical concepts

1. Safety 1. the possibility of human exposure to adverse or life-threatening factors 2.	1. the possibility of human exposure to unfavorable or life-threatening factors
Acceptable risk	2. negative impact on a person, which leads to injuries or other sudden sharp deterioration of health
3. Harmful industrial factor	3. characterizes the danger of a certain type for an individual
4.Risk	4. the human environment, which through a combination of factors (physical, biological, chemical and social) has a direct or indirect impact on human life, health, ability to work and offspring.

4. Compare working conditions by hazard and hazard

1. Optimal working conditions	1.conditions under which the levels of environmental factors and the labor process do not exceed the established hygienic standards for workplaces, and possible changes in the functional state of the body are restored during regulated rest or by the beginning of the next shift and should not have an adverse effect in the near and long term on the health status of workers and their offspring
2.Acceptable working conditions	2. are characterized by the presence of harmful production factors that exceed hygiene standards and have an adverse effect on the body of the worker and/or his offspring
3.Harmful working conditions	3. are characterized by levels of production factors, the impact of which during the working shift (or part of it) poses a threat to life, a high risk of developing acute occupational injuries, including severe forms
4.Hazardous working conditions	4. conditions that preserve the health of employees and create prerequisites for maintaining a high level of efficiency

5. Compare the fire classes:

1. Class A	1. Gas fires
2.Class B	2. Fires of combustible substances and materials of electrical installations under voltage
3.Class C	3. Fires of flammable liquids and melting solids and materials
4. Class D	4. Fires of nuclear materials, radioactive waste and radioactive substances
5.Class E	5. Fires of solid substances and materials
6. Class F	6. Fires of metals and metal-containing compounds

6. Map the PPE classes:

1. PPE of respiratory organs	1.anti-noise earphone, earbuds
2. PPE head	2. safety glasses
3. PPE for hearing organs	3. gas masks, respirators, masks
4.PPE eye	4. hard hats, helmets, caps

Open-type tasks

1. Enter the names of the RSF functioning modes in the left part of the table:

Name of the mode	Operating conditions
	1. Under normal industrial, radiation, chemical, biological (bacteriological), seismological and hydrometeorological conditions, in the absence of epidemics, epizootics, epiphytotics.

	2. In case of deterioration of the specified situation, getting a forecast about the possibility of an emergency
	3. during the occurrence and during the elimination of an emergency.

2. Formulate what is the main destructive effect of a breakout wave in accidents at hydraulic structures?

3. The essence of man-made accidents-

4. Emergency warning:

5. Give a definition: A FIRE is

6. The emergency zone is

7. Public notification of emergency situations –

8. Public emergency alert Area –

9. Training of the population in the field of emergency protection –

10. non-standard formations to ensure the implementation of civil defense measures –

11. ensuring the implementation of civil defense measures –

12. Number of main GO tasks: _____.

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B1. O. 03. 02 First aid

Tasks with a choice of one or more possible answers

1. Signs of arterial bleeding

Select multiple responses:

1. very dark blood color
2. scarlet blood flows out of the wound in a gushing stream
3. a large bloodstain on clothing or a pool of blood near the victim
4. a roller is formed over the wound from the leaking blood
5. blood drains passively from the wound

2. When the outdoor unit is stopped

bleeding these improvised means can replace the tourniquet:

Select multiple responses:

1. The cord is thick.
2. A piece of cloth, pieces of clothing.
3. Soft thick wire.
4. Belt, 3-4 cm wide.
5. Tie.

6. Round elastic rubber band.

3. What are the signs of internal bleeding?

Choose one answer:

1. Skin color, blood pressure level, consciousness
2. Pulse, high fever, convulsions.
3. Sharp pain, swelling, loss of consciousness

4. Is it allowed to give the victim medication when providing first aid?

Choose one answer:

1. Allowed
2. Prohibited
3. Allowed in case of emergency

5. Signs of fainting

Select multiple responses:

1. loss of consciousness is preceded by severe weakness, dizziness, ringing in the ears and darkening of the eyes
2. short-term loss of consciousness (no more than 3-4 minutes)
3. loss of sensitivity
4. loss of consciousness for more than 6 minutes

6. List the funds that can be used for active warming of victims.

Select multiple responses:

1. The blanket is ordinary.
2. Heat-insulating type bandages.
3. Dry cotton underwear.
4. Water heaters.
5. Electric heating pads.
6. Sealed containers with warm water.
7. Fan.
8. Life-saving blanket.

7. In case of traumatic brain injury:

Choose one answer:

1. you need to put heat on your head
2. it is necessary to put a cold on your head
3. it is necessary to put a gauze bandage on the head

Tasks for establishing a sequence

1. In what order are first aid measures taken in case of injury?

1. Decontamination of the wound
2. Applying a bandage

3. Stopping the bleeding

2. In what order should the child be examined in case of injury?

1. Limbs
2. head,
3. neck
4. abdomen and pelvic area
5. chest

3. The sequence of first aid in case of dislocation of a limb?

1. arrange transportation to a hospital or emergency room
2. perform immobilization of the limb,
3. apply a bubble of cold water or ice to the damaged joint,
4. give available painkillers

4. How to ensure the restoration and maintenance of airway patency of the victim in preparation for cardiopulmonary resuscitation?

1. Lay the victim on his back
2. throw his head back
3. Clean the oral cavity of mucus and vomit
4. lift your chin and extend your lower jaw.

5. Establish the correct sequence for restoring airway patency and detecting signs of life

1. Tilt your head back and lift your chin
2. Determine the presence of blood circulation by checking the pulse on the main arteries
3. Determine the presence of normal breathing by hearing, sight, and touch
4. Extend the lower jaw (if necessary)

6. Specify the sequence of actions in the algorithm of cardiopulmonary resuscitation for a child older than 1 year

1. Mind check
2. Performing one-handed pressure to a depth of 4-5 cm and with a frequency of 100-120 per minute alternates with 2 artificial respiration breaths
3. Calling an ambulance
4. Assessment of the situation and threat factors
5. Breath check

7. Establish a sequence of first aid measures for a victim with venous bleeding from a torn shin wound

1. Emergency medical service call
2. Providing a safe first aid environment

3. Stopping bleeding (by direct pressure on the wound and applying a pressure bandage to the wound)
4. Detailed examination of the victim in order to identify signs of injuries, poisoning and other conditions that threaten his life and health
5. Check-up for signs of bleeding that needs to be stopped as soon as possible
6. Giving the victim an optimal body position

Compliance tasks

1. Establish a correspondence between the characteristics of bleeding and their types

1. Arterial bleeding	A) Blood of dark cherry color, flows out in a uniform stream without signs of self-stopping -
2. Venous bleeding	B) Bleeding in which the blood flows out in a small volume, slowly-
3. Capillary bleeding	C) Blood of bright red color, beats a strong pulsating stream in the rhythm of heart contractions-
	D) Simultaneous arterial, venous and capillary bleeding

2. Establish a correspondence between the first aid product and its purpose:

1. Bactericidal adhesive plaster	A)Used for closing wounds when applying bandages
2. Medical gauze bandage	B) Used for closing small wounds, abrasions, scratches
3. Medical gauze cloth	C) Used for applying various bandages and fixing injured limbs
	D) Used for fixing bandages

3. Establish a correspondence between potential first responders and their first aid rights (responsibilities), training, and equipment

1. Employees of internal affairs bodies and fire and rescue units	A) are required to provide first aid and have appropriate equipment
2.	B) Drivers may have minimal first aid training and lack the necessary equipment. They can perform simple actions, thereby eliminating the immediate danger to the lives of

	victims
3. Pedestrians	C) Know first aid techniques due to appropriate training, have a car first aid kit for providing first aid to victims of road accidents
	D) Know first aid techniques due to appropriate training, have a first aid kit for providing first aid to employees

4. Relate the type of dressing applied to the types of injuries

1. "Sterile" dressing	A) - A protective dressing against air penetration into the lesion
site 2. Sealing bandage	B) A bandage that puts pressure on the wound to stop the bleeding
3. Sling-like bandage	C) Bandage for injuries to the front of the head
4. Pressure bandage	D) A sterile dry gauze cloth covering the wound and protecting it from infection
	E) A bandage on the scalp, which can also cover the occipital region

5. Establish a correlation between neck injuries and the first aid provided for them

1. Neck injury, arterial bleeding	A) Sterile dressing
2. Neck injury, venous bleeding	B) Fixation of the cervical
region 3. Burns of the neck	C) Finger pressing of the carotid artery
	D) Direct pressure on the wound

6. Establish a correspondence between first aid activities and injuries

1. Immobilization of bone fragments	A) Arterial bleeding
2. Tourniquet	application B) Bone fracture
3. Sterile dressing	C) Thermal burn
	D) Venous bleeding

7. Set up matches for first aid activities for the victim you found on the street

1. Measures to restore airway patency	A) Light shaking of the victim's shoulders
2. Cardiopulmonary resuscitation	measures B) Extension of the lower

	jaw
3. Determination of the presence of consciousness in the victim	C) Throwing back the head with a chin lift
	D) Pressure on the victim's sternum

Open-type tasks

1. What is the definition of parenchymal bleeding?
2. Indicate the signs of a properly applied hemostatic arterial tourniquet on the limb.
3. Purpose of using a neck immobilizing collar for neck injury
4. What is the definition of frostbite?
5. What is the first aid for a conscious patient with spinal injuries?
6. List the signs of fainting
7. Rules of splint application in case of limb bone fractures

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B1. O. 03. 05 Fundamentals of military training

Tasks with a choice of one or more possible answers

1. The battle of the Russian army led by Alexander Nevsky with the knights of the German Livonian Order on the ice of Lake Peipsi occurred:

- 1) May 30, 1223;
- 2) July 15, 1380;
- 3) April 18, 1242;
- 4) July 10, 1709.

2. The Battle of Sinop between the Russian and Turkish squadrons took place:

- 1) December 1, 1853;
- 2) September 11, 1790;
- 3) July 10, 1709;
- 4) November 4, 1612.

3. When was the first regular army created in Russia?

- 1) Under Peter I in the period from 1701 to 1711.
- 2) During the Russo-Turkish War of 1768-1774.
- 3) During the preparation for the Crimean War of 1853-1856.
- 4) During the reign of Ivan the Terrible.

4. The first Russian Statute on military service (in our time, the Law "On Military Duty and Military Service") was accepted:

- 1) in 1861, when D. A. Milyutin was appointed Minister of War;
- 2) in 1715. Peter the Great;
- 3) in 1812 with the active participation of Field Marshal A.V. Suvorov;
- 4) in 1874 under Emperor Alexander II.

5. When was the Mosin 7.62 mm rifle adopted?

- 1) In 1875.

- 2) In 1887.
- 3) In 1891.
- 4) In 1904.1.

6. Combat traditions are:

- 1) rules and requirements for performing military service and performing combat missions;
- 2) special standards imposed on the psychological and moral qualities of a serviceman during his military service;
- 3) rules, customs and norms of conduct of military personnel that have historically developed in the army and navy and are passed down from generation to generation in connection with conscription;
- 4) historically formed customs and rules that have become the norm of behavior of soldiers in battle and actively encourage them to perform their military duty in peacetime, serve their people and homeland honestly and conscientiously.

7. Performing outstanding actions that require personal courage and perseverance from a person (warrior), readiness for self-sacrifice, is:

- 1) courage;
- 2) military honor;
- 3) courage and perseverance;
- 4) heroism.

Tasks for establishing a sequence

1. Set the sequence of appearance of small arms.

1. Simonov automatic rifle system
2. Self-loading pistol of the Tokarev system
3. Tokarev self-loading rifle
4. Maxim heavy machine gun
5. Kalashnikov heavy machine gun
6. Makarov self-loading pistol system
7. Heavy machine gun of the Goryunov system
8. Self-loading sniper rifle of the Dragunov system

2. Set the procedure for incomplete disassembly of the Kalashnikov assault rifle

Procedure of actions	Name of actions
1.2.3.4.5.6.7.8.9.10.11	a) remove крышку ствольной the receiver cover;
2.	b) remove the case with accessories;
3.	c) separate the gas tube with the receiver cover;
4.	d) separate the bolt from the bolt carrier with the gas piston;
5.	e) separate the ramrod;
6.	f) pull the bolt carrier handle back and inspect the chamber;
7.	g) separate the magazine;
8.	h) lower переводчик the fire translator down;
	i) pull the trigger from the firing platoon;

9.	k) separate the return mechanism;
10.	l) separate the bolt carrier with the gas piston and the bolt carrier.
.	

3. Set the events in chronological order

1	a) Capture of the fortress of Izmail
2	b) Battle of Borodino
3	c) Battle of Kulikovo
4	d) Battle of Kursk
5	e) Battle of Poltava
6	e) Ice Battle

4. Arrange them in the correct order

1	a) Close your eyes.
2	b) At the command "Gas!", hold your breath without inhaling air.
3	c) Pull the valve out of the filter.
4	d) Take out the gas mask from the gas mask bag, taking out the gas mask with your left hand, and holding the bag from below with your right.
5	e) Pull the gas mask sharply over your head from the bottom up.
6	f) Before putting on the gas mask, place your thumbs on the outside and the rest on the inside.
7	f) It is necessary that no creases are formed afterward, the eyeglass knot should be located
8	at eye level.
9	g) Attach the lower part of the helmet mask to the chin.
10	h) Exhale.
	i) Put the bag on its side.

5. Arrange the steps for assembling the Kalashnikov assault rifle after its incomplete disassembly in the correct sequence

1.2.3.4.5.6.7.8.9	a) attach the bolt to the bolt carrier
2.	b) attach the gas tube with the receiver cover
3.	c) attach the ramrod
4.	d) attach the receiver cover
5.	e) attach the bolt carrier with the bolt to the receiver
6.	e) insert the pencil case into the butt socket
7.	g) attach the return mechanism
8.	h) attach the magazine to the machine
.	gun i) pull the trigger from the combat platoon and put on the safety catch

6. From the suggested options, select the necessary ones and set the correct sequence of actions when providing first aid in case of a deep or extensive wound:

- a) give the victim a sedative medicine
- b) disinfect the wound
- c) ensure immobility of the damaged body part
- d) measure the temperature
- e) stop the bleeding
- f) apply a sterile dressing
- g) take the victim to the hospital
- h) give the injured person painkillers before going to the hospital

7. Set the correct sequence of actions when providing first aid to a victim of cardiac arrest:

- a) deliver a precordial stroke
- b) call an ambulance or take it to a hospital
- c) unbutton the belt and collars that restrict breathing
- d) start an indirect heart massage
- e) place the victim on a hard, flat surface
- f) perform artificial ventilation of the lungs

Compliance tasks

1. Please state the names and patronymics of the commanders (naval commanders) whose surnames or honorary nicknames are listed below. Use the suggested options.

1. Donskoy	a) Pavel Stepanovich
2. Zhukov	b) Mikhail Illarionovich
3. Konev	c) Konstantin Konstantinovich
4. Kutuzov	d) Dmitry Ivanovich
5. Nakhimov	d) Georgy Konstantinovich
6. Nevsky	e) Pyotr Aleksandrovich
7. Rokossovsky	f) Fyodor Fedorovich
8. Rumyantsev	g) Ivan Stepanovich
9. Suvorov	h) Alexander Vasilyevich
10. Ushakov	i) Alexander Yaroslavovich

2. What did the people listed in the list below invent (construct) in Russia?

1. Kotelnikov G. E.	a) submachine gun
2. Kurchatov I. V.	b) floating tank
3. Kotin Zh. Ya	. c) parachute
4. Mendeleev D. I.	d) tsar cannon
5. Popov A. S.	e) atomic bomb
6. Tokarev F. V.	f) airplane "Maxim Gorky"
7. Tupolev A. N.	e) radio
8. Chokhov A.	zh.) Smokeless powder
9. Shpagin G. S.	z) airplane of vertical take-off and landing
10. Yakovlev A. S.	i) self-loading pistol

3. What military ranks in the navy correspond to the specified army ranks in the Armed Forces of the Russian Federation?

1. Soldier	a) Senior sailor
2. Lance corporal	b) Petty officer of the 2nd article
3. Sergeant	c) Sailor
4. Petty officer	d) Chief ship's petty
5. Ensign	e) Captain 3 rank
6. Lieutenant	e) midshipman
7. Captain	e) Lieutenant
8. Major	g) Lieutenant Commander
9. Colonel	h) Admiral
10 General	i) Captain 1 rank

4. Establish a correspondence between the concepts and their definitions:

Concept	Definition
1. Martial law	a) a special legal regime, which in exceptional circumstances is established in the country or in a separate part of it by a deci-
2. Defense	

capability 3. Wartime 4. Military duty	sion of the highest authorities and provides for the expansion of the powers of the military authorities and the assignment to them of a number of additional duties and certain restrictions; b) the period of actual presence of the state in a state of war, which is characterized by significant changes in all spheres of life state and interstate relations, the introduction of wartime laws; c) the degree of readiness of the state to defend against aggression; d) the duty of citizens established by law to serve in the Armed Forces of the Russian Federation, other troops, military formations, certain state bodies and perform other duties related to the defense of the country.
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5. Establish a correspondence between the categories of fitness for military service, taking into account the state of health, requirements for service in the types and branches of the armed forces, military accounting specialty, and the symbol:

Expiration date category for Health validity category здоровья	Symbol nameSymbol
1. Temporarily не unfit for military service	a) "A"
2. Fit for military service	b) "B"
3. Not fit for military service	c) "B"
4. Only partially Limited fitness for military service	d) "G"
5. Suitable with minor restrictions	e) "D"

6. Establish a correspondence between the categories of citizens who are and are not registered in the military:

Relation to the military registration	of categories of citizens
1. Citizens who are registered in the military registered in the military 2. Citizens who are not registered in the military воин registered in the military	who are not registered in the military a) citizens who are undergoing military or alternative civil service; b) female citizens who do not have a military registration who do not have specialty; c) citizens with the category of fitness for military service for health reasons "B", who are in reserve; d) citizens serving a sentence of deprivation of liberty freedom; e) citizens with the category of fitness for military service for health reasons "D"; f) citizens permanently residing за outside the Russian Federation; g) citizens released from military duty in accordance with the legislation of the Russian Federation; h) citizens who have completed alternative civil service.

7. Establish a correspondence between the assessment of professional and psychological selection and the categories of professional aptitude of citizens

Category	Characteristic (rating)
1. First	a) not recommended; does not meet the requirements of the military position;
2. Second	b) recommended conditionally; minimum compliance with the requirements of the military position;
3. Third	c) fully meets the requirements of the military position; recommended in the first place;
4. Fourth	d) recommended; mainly meets the requirements of the military position.

Open-type tasks

1. Define military service
2. What is the inviolability of the sentry
3. When a sentry is required to use a weapon without warning.
4. What is the company duty officer responsible for?
5. Insert the missing word. _____ - there is strict and precise observance by all military personnel of the order and rules established by the laws of the Russian Federation, general military charters of the Armed Forces of the Russian Federation and orders of commanders (superiors).
6. Insert the missing word. _____ - is an extreme measure of disciplinary punishment and consists in keeping a serviceman in isolation in a garrison or military (ship) guardhouse.
7. За что отвечает What is the head of the guard responsible for?

UK-9. Able to use basic defectological knowledge in social and professional spheres

B1. V. 01. 02. Labor organization and personnel management

Tasks with a choice of one or more possible answers

1. For violation of the rights of persons with disabilities in employment, the legislation of the Russian Federation provides for administrative liability (Article 5.27 of the Administrative Code of the Russian Federation) in the form of:

1. a fine of up to 50 thousand rubles or suspension of the company's activities for up to 90 days;
2. a fine of up to 80 thousand rubles or suspension of the company's activities for up to 90 days;
3. a fine of up to 100 thousand rubles or suspension of the company's activities for up to 90 days.

2. Refusal to employ a person with disabilities, within the established quota, is accompanied by a penalty (Article 5.42 of the Administrative Code of the Russian Federation) in the form of:

1. a fine in the amount of 2 to 3 thousand rubles;
2. a fine in the amount of 4 to 5 thousand rubles;
3. a fine in the amount of 3 to 5 thousand rubles;

3. What is the working day duration set for disabled people of groups 1 and 2:

1. reduced working hours of no more than 35 hours per week, while maintaining full pay;
2. reduced working hours of no more than 36 hours per week, while maintaining full pay;
3. reduced working hours of no more than 38 hours per week, while maintaining full pay

4. Whether a disabled person of Group III is required to submit an individual rehabilitation or habilitation program for the disabled person when applying for a job:

1. persons with disabilities, regardless of their disability group, are required to submit an individual rehabilitation or habilitation program for the disabled person when applying for a job;
2. persons with disabilities, regardless of their disability group, are not required to submit an individual rehabilitation or habilitation program for a disabled person when applying for a job, with the exception of employment at the expense of a quota.

5. What job is considered suitable for a disabled person:

1. the job is considered suitable if it meets the recommendations of the individual rehabilitation or habilitation program of the disabled person;
2. the job is considered suitable if it meets the recommendations of the individual rehabilitation or habilitation program of the disabled person, the state of health, transport accessibility of the workplace;
3. a job is considered suitable if it meets the recommendations of the individual rehabilitation or habilitation program of the disabled person, the level of professional training, the experience gained by him at the previous place of work, the state of health, and the transport accessibility of the workplace.

6. For employers whose number of employees exceeds 100 persons, the legislation of the subject of the Russian Federation establishes a quota for the employment of disabled people in the amount of:

1. not more than 3 percent of the average number of employees;
2. from 2 to 4 percent of the average number of employees.

7. For employers whose number of employees is not less than 35 persons and not more than 100 persons, the legislation of the subject of the Russian Federation may establish a quota for the employment of disabled persons in the amount of:

1. not more than 3 percent of the average number of employees;
2. from 2 to 4 percent of the average number of employees.

8. What kind of vacation is allowed for a disabled person:

1. persons with disabilities are granted annual leave for at least 30 calendar days;
2. persons with disabilities are granted annual leave for at least 28 calendar days;
3. Persons with disabilities are granted 56 calendar days of annual leave.

Tasks for establishing a sequence

1. Determine the sequence of degrees of oligophrenia according to the severity of the defect (from the mildest to the most severe degree):

1. idiocy.
2. imbecility;
3. idiocy.

2. Arrange in the correct sequence the stages of forming the personnel reserve at the enterprise:

1. formation of lists of those who fully meet the established selection criteria;
2. psychodiagnostic measures, passing tests;
3. nomination of potential candidates;
4. approval (signing of the order by the manager or an authorized person);
5. drawing up updated lists of personnel reserve employees.

3. Arrange the stages of employee adaptation in the new organization (team) in the correct sequence:

1. identification (identification of personal goals with the goals of the team),
2. general familiarization with the situation and adjustment,
3. assimilation (full adaptation).

4. Arrange the stages of group development in the organization in the correct order:

1. formation;
2. appearance;
3. stabilization;
4. improvement or disintegration.

5. Arrange the elements of the organization's HR management cycle in the correct sequence:

1. personnel planning;

2. personnel marketing;
3. organization of business processes;
4. management (making managerial decisions);
5. staff motivation;
6. control.
7. coordination.

6. Set the correct sequence of stages for building an effective career for a person:

1. conscious and independent choice of profession;
2. obtaining a professional education, which has a great impact on the success of self-realization, career success, gaining public recognition, developing personal abilities in achieving material well-being, etc.;
3. thinking through and drawing up (independently or with the help of specialists) a personal professional and life plan, taking into account personal abilities and anticipating possible obstacles;
4. acquire knowledge and skills on how to find and get a job.

7. Set the correct sequence of steps in the technology of finding life goals:

1. clarification of needs;
2. clarifying opportunities.
3. making a decision about what you need.
4. selection.
5. specify the goal.
6. setting time limits;
7. control your achievements.

Compliance tasks

1. Determine what concerns the goals and objectives of professional self-determination of persons with disabilities and disabilities:

1. Goals of professional self-determination of persons with disabilities and HIA	A. Achieving abalance between a person's professional interests, their psychophysiological characteristics, and the needs and opportunities of the labor market
	. Orientation of disabled people and persons with disabilities in the world of professions, the needs and opportunities of the vocational education system, the regional labor market (diagnostics of professional preferences, information, counseling, psychological support)
2. Tasks of professional self-determination of persons with disabilities and HIA	. Promotion of continuous professional development as the most important condition for labor adaptation of disabled people and persons with disabilities, success in any field of work, satisfaction of their own social

	status
	.Professional selection support for disabled people and persons with disabilities (organization of professional tests, professional modeling, promotion of professional training and employment)

2. Establish a correspondence between stable groups and the characteristics of individuals with varying degrees of psychological adaptation, depending on the type of visual impairment and whether they are assigned to a certain classification of visual disability:

1. Persons with high psychological adaptation.	A. Persons who have not reached a high level of psychological rehabilitation. They live in a state of internal discomfort and conflict that cannot be resolved on their own. They focus on factors of anxiety and unmanageable behavior. The main thing for such individuals is the feeling of fear generated by external circumstances. These people are often shy, constrained, and insecure.
2. Persons with low psychological adaptation.	B. Persons with the following characteristics: positive attitude, social openness, even mood, increased sociability, sociability. They usually have high self-esteem and often overestimate their strengths and capabilities, which is often reflected in inadequate desires and claims. In the behavior of such people, you can note the features of touchiness, increased psychological vulnerability.

3. Determine which forms of work and professional orientation of disabled people and persons with disabilities are considered active and passive:

1. Active forms.	A. Special films about professions.
	B. Excursions to educational institutions and production facilities.
	C. Group analysis of proposed routes of vocational education.
2. Passive forms.	d. Classes for graduates in the employment center of the population.
	D. Invitation of professionals to the theme nights of "Professions" and "Success".
	E. Remote forms of career guidance in the framework of interactivemethods implementation.

4. Establish correspondences between concepts and their characteristics:

1. Subject of study of defectology	A. Persons with various disorders (defects) of mental and physical development.
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2. Object of research of defectology	B. Persons with deviations in psychophysical and speech development, their upbringing, training and adaptation to life in society.
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5. Establish a correspondence between the types of mental dysontogenesis and their characteristics:

1. Underdevelopment	A. Severe disorders of individual analyzer systems.
2. Disharmonious development	B. Early damage, immaturity of brain structures.
3. Deficient development	: A combination of general, delayed, damaged, and accelerated development of individual mental functions.

6. Establish correlations between the types of violations and their characteristics:

1. Somatic disorders.	A. Z diseases of a chronic nature, disorders of musculoskeletal functions
2. Disorders of brain activity.	B. P.sychicheskie I umstvennye narushki razvitiya [Psychological and mental disorders of development].

7. Establish a correspondence between the components of the professional test as a form of organizing career guidance with disabled people and people with disabilities and their characteristics:

1. The technological component.	A. X characterizes the operational side of the profession, assumes that students master the techniques of working with tools, materials, and knowledge about the sequence of effects on the subject of labor in order to obtain a completed product.
2. Situational component.	B. reflects the content side of professional activity, determines the subject-logical actions included in it. The performance of these tasks requires students to perform certain mental actions based on experience and acquired knowledge
3.	The functional component reflects the dynamic side of professional activity, determines the success of mastering a normatively approved method of activity by means, techniques, and internal compensatory mechanisms of the student.

Open-type tasks

1. In the course of what activities is the formation of the individual trajectory of professional self-determination of a person with hearing impairment?
2. Tell us how to behave when communicating with a person with musculoskeletal disorders who uses a wheelchair.
3. What is the purpose of the interregional network of resource training and methodological centers (RMC) based on higher education organizations established in Russia in 2016?
4. The field of psychology in which methods for identifying and measuring individual psychological characteristics of a person-a subject of professional activity and labor relations – are developed and implemented is ...
5. What is an Individual Rehabilitation or habilitation program (IPR)?

UK-9

Able to use basic defectological knowledge in social and professional spheres

B1. O. 02. 01 Russian language and Speech culture

Tasks with a choice of one or more possible answers

1. Specify the words in which the letter combination THU is pronounced as [PC] (select several possible answers).

- 1) something
- 2) the postman
- 3) to
- 4) something

2. Specify words that have an unpronounceable consonant (choose several possible answers).

- 1) sixteen
- 2) sun
- 3) moral
- 4) daughter-in-law

3. Specify words in which the consonant before E is pronounced firmly (select several possible answers).

- 1) overcoat
- 2) test
- 3) term

- 4) sandwich

4. Specify sentences that violate the word-formation norm (choose several possible answers).

- 1) Among the military leaders there were many people of noble origin.
- 2) А БЫЛА special department for combating bribery was established in the Ministry of Internal Affairs.
- 3) At the beginning of spring, fruit trees begin to bloom in the garden.
- 4) Law enforcement agencies revealed violations of citizens ' rights.

5. Specify the correct forms of genitive plural nouns (choose several possible answers).

- 1) tomatoes
- 2) waffles
- 3) ossetians
- 4) boots

6. Specify the correct forms of degrees of comparison of adjectives (choose several possible answers).

- 1) more intense
- 2) taller
- 3) smarter
- 4) stricter

7. Enter the correct prepositional forms (choose several possible answers).

- 1) according to the charter
- 2) according to the guidelines
- 3) according to the instructions
- 4) according to the resolution

Tasks for establishing a sequence

1. Set up the correct sequence: first specify the noun where the stress falls on the first syllable, then the nouns where the stress falls on the second syllable, the third syllable, and the fourth syllable, respectively.

- 1) headline
- 2) omen
- 3) oil pipeline
- 4) dowry

2. Set the correct sequence: first specify the noun where the stress falls on the first syllable, then the nouns where the stress falls on the second syllable, the third syllable, and the fourth syllable, respectively.

- 1) despotism
- 2) instrument
- 3) sign
- 4) reflection

3. Set the correct sequence: first specify the adjective name where the stress falls on the first syllable, then the adjective names where the stress falls on the second syllable and the third syllable, respectively.

- 1) wholesale
- 2) gross
- 3) bent

4. Set the correct sequence: first specify the short form of the adjective name, in which the stress falls on the first syllable, then the short forms of adjectives, in which the stress falls on the second syllable and the third syllable, respectively.

- 1) unequal
- 2) not bad
- 3) fun

5. Set up the correct sequence: first specify the verb where the stress falls on the first syllable, then the verbs where the stress falls on the second syllable and the third syllable, respectively.

- 1) deepen
- 2) cough
- 3) strengthen

6. Set up the correct sequence: first specify the verb where the stress falls on the first syllable, then the verbs where the stress falls on the second syllable and the third syllable, respectively.

- 1) block
- 2) put
- up bow down
- 3)

7. Set the correct sequence: specify equal options first, then unequal options – stylistic, semantic, normative and chronological.

- 1) racourse-cancerinin ms
- 2) rzhavet – rzhavet
- 3) Kompas-Compas
- 4) andris-irands

Compliance tasks

1. Set the matches.

1	[h'n]	a)	<i>lilichna</i>
		b)	<i>serdechny</i> (attack)
		c)	<i>konechno</i>
2	[shn]	d)	<i>otlichno</i>
		d)	<i>vechnost</i>
		e)	<i>shapochnoe</i> (acquaintance)

2. Set the matches.

1	[e]	a)	<i>afeta</i>
		af	<i>newbornera b)</i>
		c)	<i>cashlesscashless</i>
c) cashless 2	[o]	d)	<i>platef able-bodied</i>
		e)	<i>бытмubyti e</i>
		e)	<i>seeeta</i>

3. Set the matches.

1	units of the literary language	a)	<i>kurzhak</i> (frost), <i>shshuka</i> (pike), <i>gutarit</i> (speak)
2	colloquial units	b)	media, current, region
3	dialectisms	in)	ksiva, cop, bazarit
4	jargonisms	d)	pinjak, plorub, labolatoria
5	argotisms	e)	the computer flew, the computer froze

4. Set the matches.

1	masculine gender	a)	<i>lady</i>
		b)	<i>depot</i>
2	female gender	c)	<i>suluguni</i>
		d)	<i>menu</i>
3	middle gender	d)	<i>salami</i>
		e)	<i>hindi</i>

5. Set the matches.

1	nouns have <i>zero endings</i> in the r. p. pl. h.	a)	<i>jeans</i>
		(b)	<i>shoes</i>
		in)	<i>greek</i>
2	nouns have the ending <i>-s</i> in r. p. pl. h.	d)	<i>vacation</i>
		e)	<i>tangerines</i>
		e)	<i>apples</i>

6. Set the matches.

1	the forms of degrees of	a)	<i>more intense</i>
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	comparison are formed correctly	b)	<i>more beautiful</i>
		in)	<i>more intelligent</i>
2	forms of degrees of comparison are formed incorrectly	d)	<i>tall</i>
		e)	<i>smartest</i>
		e)	<i>stricter</i>

7. Set the matches.

1	subject and predicate are matched correctly	a)	A small part of the applicants were visitors.
		b)	Half the city was left without heating.
		c)	The exhibition features 30 aircraft models.
2	subject and predicate matched incorrectly	d)	A small part of the students coped with the task.
		e)	The village of Pogorelovka is located far from the river.
		e)	Should a student or female student come for a certificate?

Open-type tasks

1. Put the numeral 447 in the genitive case.

2. Specify which case the verb *envy* requires.

3. Eliminate the redundancy of the expression in the following sentences.

- 1) He told us about his plans for the future.
- 2) The conversation has reached its final conclusion.
- 3) This is his only Achilles ' heel.

4. Add the missing endings.

- 1) The actor took off his round glasses and put on a small gold-rimmed pince-nez.
- 2) The price of Colombian coffee has gone down.
- 3) The Yangtze is navigable... for almost three thousand kilometers.

5. Put words and phrases from parentheses in the appropriate case.

- 1) Thanks to the persistence and inexhaustible energy of geologists, the unconquered taiga lost its untold riches.
- 2) Due to the flu epidemic, mass events in the city were canceled.
- 3) Due to the onset of the summer season, heating in residential buildings was turned off.

6. Insert the missing letters.

Pr...overcome, pr...fastidious, bespr ... measured, pr...piatstvie, pr...urochivat, nepr... vlyadny, pr...vilegiya, pr...nebrezhat, pr...possess.

7. Insert the necessary punctuation marks.

Behind the door of a happy person should be someone with a hammer to constantly knock and remind that there are unhappy people and that after a short happiness comes misfortune (*A. P. Chekhov*).

UK-9 is able to use basic defectological knowledge in social and professional spheres

B1O0205 Fundamentals of defectology in social and professional spheres

Tasks with a choice of one or more possible answers

1. The object of special pedagogy is:

1. a person with disabilities in health and life, who has special educational needs as a result of this;
2. special education of persons with special educational needs as a socio-cultural, pedagogical phenomenon
3. theory and practice of special education
4. educational institution created for persons with disabilities

2. The object of special psychology is:

1. children with post-speech mental development disorders
2. children with congenital or early acquired mental disorders
3. children whose developmental disabilities are caused only by biological factors
4. children whose developmental disabilities are caused only by psychogenies and unfavorable social factors

3. Among the secondary manifestations of abnormal development of the blind, the following is not distinguished:

1. hearing loss
2. lack of spatial orientation
3. availability of a limited range of specific subject concepts
4. characterological changes

4. Depending on the functional localization of disorders, defects are distinguished:

1. underdevelopment
2. general
3. damaged development

4. private

5. Hearing loss in which hearing of 85 dB or more is not perceived means:

1. normal hearing
2. hearing loss
3. deafness
4. borderline hearing

6. The category of "children with intellectual disabilities" includes:

1. children with a complicated defect
2. with a general mental disability
3. with early childhood autism syndrome
4. children with mental retardation.

7. Dementia is:

1. acquired dementia
2. congenital dementia
3. severe memory impairment
4. all of the above

8. Specify the variant of mental dysontogenesis in RDA:

1. underdevelopment
2. delayed development
3. damaged development
4. skewed development

9. Identify the main clinical sign of autism:

1. emotional lability
2. stereotypical behavior
3. restlessness in movement
4. all options

10. From the suggested formulations, choose the appropriate one for the definition: cerebral palsy is...

1. a disease of the central nervous system with a leading lesion of the motor zones and motor pathways of the brain;
2. violation of voluntary purposeful movements and actions that are not the result of paralysis and paresis, but relate to disorders of the highest level of organization of motor acts;
3. involuntary rhythmic vibrations of the limbs, voice, and tongue;
4. violation of the pronunciation side of speech due to insufficient innervation of the speech apparatus.

Tasks for establishing a sequence

1. Indicate the historically correct sequence of the name of the field of pedagogical knowledge that studies children with developmental disabilities.

1. correctional pedagogy
2. defectology
3. special pedagogy

2. Establish the sequence of five periods in the history of the formation and development of the Russian national system of special education.

1. opening of the first special institutions: for the deaf and dumb (1806) and the blind (1807)
2. changing aggression and intolerance to caring for people with disabilities in public welfare institutions and churches
3. development and differentiation of the special education system
4. recognition of the right of children with developmental disabilities to education, the establishment of a special education system
5. transition to integrated learning

3. Specify the correct document output sequence

1. Proclamation of the Declaration on the Rights of Mentally Retarded Persons.
2. Approval of the UN Convention on the Rights of the Child.
3. Adoption of the Salamanca Declaration on Principles, Policies and Practices for the Education of Persons with Special Needs.
4. Federal Law " On Social Protection of Disabled people in the Russian Federation.

4. Determine the sequence of the degree of oligophrenia by the severity of the defect (from mild to severe).

1. imbecility
2. moronism
3. idiocy

5. Set a time sequence for the output of hearing impairment classifications

1. classification of L. V. Neumann
2. Pedagogical classification by R. M. Boskis
3. classification of B. S. Preobrazhensky

6. Set the specific sequence of boarding schools:

1. for children with speech disorders
2. for children with hearing impairments
3. for mentally retarded children for children with visual impairments
4. for children with mental retardation
5. for children with musculoskeletal disorders
6. for mentally retarded children

7. Establish the sequence of stages of psychological and pedagogical support for persons with disabilities:

1. search and variable mode
2. diagnostic tool
3. analytical report
4. practical and effective

8. Arrange the main stages of tutor support in a certain sequence:

1. design stage
2. diagnostic stage
3. implementation stage
4. generalizing stage
5. analytical and reflexive stage

9. Restore the sequence of stages of organizing communication with a child with disabilities:

1. creating productive pedagogical communication
2. making emotional contact
3. increase the child's mental activity

10. Determine the sequence of increasing the degree of intellectual development

1. General speech underdevelopment (OND)
2. mental retardation
3. mental retardation

Compliance tasks

1. Set a match

Concept	Definition of the concept
1. defectology 2. subject of special pedagogy 3. object of special pedagogy 4. subject of special pedagogy 5. underdevelopment 6. delayed development	of A. A person with disabilities in health and vital activity, who has special educational needs as a result . Theory and practice of special education General persistent delay in the development of all functions due to early organic damage to the brain (primarily the cerebral cortex). Special education for persons with special educational needs

	<p>D. Slowing down the pace of all mental development, which occurs most often as a result of weakly expressed organic lesions of the cerebral cortex (usually of a partial nature) or long-term and severe somatic diseases</p> <p>. The science of psychophysical features of the development of abnormal children, the laws of their upbringing and training</p>
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2. Set a match

Type of violation	Symptoms of violations
1. general speech underdevelopment (OND) 2. mental retardation 3. intellectual disabilities 4. hearing disorders	<p>A. Lag in mental development (in all areas of mental activity by the beginning of school age, uneven manifestations of developmental disabilities, decreased performance)</p> <p>B. Limited opportunities for mastering verbal speech as a means of communication The speech is agrammatical and not phonetically well formed. The most expressive indicator is the lag of expressive speech with a relatively successful, at first glance, understanding of the addressed speech</p> <p>. Insufficient ability to solve life and educational problems, difficulties in navigating in a new situation, lack of knowledge, skills, limited vocabulary, reduced level of abstract and logical thinking</p>

3. Set a match

Document	Output data
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1. Declaration on the Rights of Mentally Retarded Persons proclaimed...	A Resolution of the Assembly of December 20, 1971
2. The UN Convention on the Rights of the Child was approved...	B. 09.12.1975 b. 09.12.1975 c. UN General Assembly 20.11.1989 Approved by the State Duma on July 20, 1995;
3. The Salamanca Declaration on Principles, Policies and Practices in the Field of Education for Persons with Special Needs was adopted during the...	d. June 7-10, 1994
4. The Declaration on the Rights of Persons with Disabilities was adopted by the General Assembly resolution ...	
5. FZ " On social protection of persons with disabilities in the Russian Federation was ...	

4. Set a match

Violation in psychophysical development	Type of violation in psychophysical development
1. oligophrenia 2. organic genesis 3. autism 4. astigmatism 5. total deafness 6. aphasia 7. infantile cerebral palsy	A. mental retardation B. B. mental retardation. violation of the musculoskeletal system G. D's speech disorder hearing loss E. visual impairment J. violation of the emotional-volitional sphere

5. Set a match

Document	Contents of document
1. in the Declaration on the Rights of Persons with Disabilities, "disabled person" means...	A. a person who has a health disorder with a persistent disorder of body functions caused by diseases, consequences of injuries or defects, leading to disability and causing the need for social protection
2. in the Federal Law "On Social Protection of disabled people in the Russian Federation" and invalid —	B. any person who is unable to

	provide for all or part of the needs of a normal personal and / or social life independently due to a lack, whether innate or not, of his or her physical or mental abilities
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6. Set a match

1. technology of examination of cognitive activity and speech therapy examination	A. organization of the learning process at the level of opportunities and needs of a child with disabilities, adaptation of training to the features of child development
2. technology of level differentiation	B. formation and development of ways of independent activity
3. technology of individualization	of training implementation of a complete and high-quality assessment of speech development in children with various types of developmental
disabilities 4. technology of problem-based learning	in Moscow preservation and subsequent development of the child's personality with disabilities, their potential and abilities

7. Set a match

Concept	Content of the concept
1. correction	A. compensation in one way or another for the impaired function
2. compensation	B. measures to ensure and (or) restore the impaired function
3. rehabilitation	B. a system of special pedagogical measures aimed at overcoming or reducing the developmental deficiencies of abnormal children

8. Set a match

Concept	Meaning of the concept
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1. mental retardation 2. mental retardation 3. psychological infantilism	primary violation of the rate of formation of emotional-volitional regulation of B. violation of the pace of mental development B. persistent impairment of cognitive activity as a result of organic brain damage
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9. Set a match

Concept	Content of the concept
1. curriculum	A. a document that ensures the development of an educational program based on the individualization of its content, taking into account the characteristics and educational needs of a particular student
2. individual curriculum	B. a document adapted for the training of persons with disabilities, taking into account the peculiarities of their psychophysical development, individual capabilities and, if necessary, providing correction of developmental disorders and social adaptation of these persons
3. adapted curriculum	B. a document that defines the list, labor intensity, sequence and distribution of academic subjects, courses, disciplines (modules), practical training, and other types of educational activities and, unless otherwise established by this Federal Law, the forms of intermediate certification of students

10. Establish a correspondence in the activities of different services for psychological and pedagogical support of children with disabilities

1. Object	Mapping relationship between subject and predicate (between actor and action)
2. Locative	the relation between action and place of action
3. temporal	B. relationship between action and place of action
4. subject	D. relationship between an action and an action object

Open-type tasks

1. Define the concept of "limited health opportunities".
2. List the main branches of defectology.
3. List the main categories of defectology.
4. Describe people with hearing impairments.
5. Give a classification of visual impairments (according to the severity of the defect).
6. Define the term "children with special educational needs".
7. Name a system of special and general educational measures aimed at reducing or overcoming the shortcomings of psychophysical development and behavioral deviations in children and adolescents.
8. Name the process of adaptation of the child to the conditions of school life, its norms and requirements, to active cognitive activity, mastering the necessary educational knowledge and skills, and fully mastering the picture of the world.
9. Name the process of including people with developmental and behavioral disabilities in the social environment, in normal socially useful activities, and in adequate relationships with peers.
10. What are the characteristic mental characteristics of people with cerebral palsy?

B1. O. 01. 03 Economics and financial literacy

Tasks with a choice of one or more possible answers

1. Let the savings account hold 100,000 rubles. The annual interest rate is 12 %. Capitalization is carried out once a quarter. Then the contribution increases quarterly:

- a) by 12 %
- b) 6 %;
- c) 4 %;
- d) 3 %;
- e) 1 %.

2. Let your parents get 10,000 rubles as a gift for your birthday. on an account with a yield of 5 % per annum. Then on your 18th birthday you will have:

- a) 24,066. 19 rubles.
- b) 18,000 rubles.
- c) 15,236. 37 rubles.
- d) 26,033. 18 rubles.
- e) 21,032. 42 rubles.

3. What gives paper money value (choose the only correct answer):

- a) gold in the reserves of the Bank of Russia;
- b) supply and demand;
- c) Goznak factory;
- d) St. Petersburg Mint?

4. Which of the following options is not an asset (choose the only correct answer):

- a) a bicycle;
- b) a car loan.
- c) a textbook for the university;
- d) a car?

Tasks for establishing a sequence

1. In economics, the business cycle consists of successive phases:

- a) revival;
- b) lifting;
- c) the crisis;
- d) depression.

2. Arrange the family budget management stages in the correct order:

- a) designation of goals;
- b) preparation;
- c) choosing the type of family budget management;
- d) planning the monthly budget of the family;

- e) analysis of accumulated information;
- f) analysis of the results.
- 3. Arrange the main macroeconomic indicators in descending order
 - a) net national product;
 - b) personal income;
 - c) national income;
 - d) gross national product;
 - e) personal disposable income.
- 4. Arrange the stages of money development in the correct sequence:
 - a) the appearance of barter;
 - b) the emergence of electronic money;
 - c) the appearance of paper money; d
 -) the appearance of metal money.

Compliance tasks

1. Find a match between the types of income and their nature:

Dividends on shares	Passive income Active income
Deposit interest	Passive income Active income
Main job salary	Passive income Active
income Property rental	income Passive income Active income

2. Establish a match between the term and the definition:

An annuity (annuity payments) is	a monthly repayment of part of the loan with interest paid
Early repayment –	full or partial early repayment of the loan, while the borrower wins because he does not pay interest for the remaining term.
Annuity payment –	equal payments on the loan for equal periods of time (month, quarter), which include the amount of accrued interest on the loan and the amount of principal debt.
Differentiated payment	regularly received equal-sized payments that are made (received) at regular intervals over a certain period of time.

3. Establish a match between the term and the definition:

Non-cash transfers	difference between the value of products produced and the value of labor items used in the production of these products
Monetary multiplier	electronic transaction from one account to another within a bank or between banks.
Value added	-the planned total expenses of enterprises associated with the replacement and increase of their physical capital, both fixed and working capital.
Investment demand	is a coefficient that shows the degree of increase in the money supply in a country as a result of changes in the monetary base by the central bank

4. Establish a match between the term and the definition:

Oken's Law	is the ratio of the cost of a certain set of goods and services in current prices to the cost of a given set of goods and services in the prices of the base period.
Say's law	shows an inverse relationship between the unemployment rate and the rate of inflation.
According to the Paasche price	index, supply generates demand, and the goods produced provide the owners of factors of production with income.
The Phillips curve	is the relationship between the unemployment rate and GDP growth rates, which assumes that an excess of actual unemployment by 1 % over the level of natural unemployment leads to a lag of actual GDP from potential by 2-2.5%.

Open-type tasks

1. Citizens decided to buy an apartment with a mortgage. The price of the apartment is 3 million rubles. It is necessary to save up an amount for a down payment of 10 % of the apartment price. Citizens chose a reliable bank that offered a two-year deposit at a rate of 15 % and with the possibility of adding funds to the account. Calculate the amount of the initial payment for an apartment in two years, assuming that the cost of the apartment increases by 30 % per year
2. The borrower took out a mortgage loan in dollars. The current exchange rate at the time of taking out the loan was 24 rubles per dollar. The rate of 11 % per annum seemed to him more attractive than 14 % in rubles. The monthly payment was \$ 1,000 instead of RUB 26,000. However, over the past year, the dollar-ruble exchange rate has changed from 24 to 32 rubles per dollar. How much did the borrower gain or lose by taking out a dollar loan instead of a ruble one?
3. Determine the market value of a share with a par value of 100 rubles if the monthly inflation rate is 1.2183, the monthly price index is 1.62, and the discount rate is 1.873.
4. A car insurance contract has been concluded in the event of an accident in the amount of 80 thousand rubles and in the event of theft in the amount of 60 thousand rubles. The cost of a car in new condition is 160 thousand rubles. The car was released 8 years ago. The depreciation rate is 5 % per year. During the period of validity of the agreement, the car was damaged as a result of an accident, it suffered damage in the amount of 20 thousand rubles. Determine the amount of insurance indemnity.

UK-10 is able to make informed economic decisions in various areas of life

B1. O. 04. 03 Economic theory

Tasks with a choice of one or more possible answers

1. Characteristics of an economic good are:

1. ability to meet people's needs;
2. rarity.
3. value.
4. all of the above is true.

2. The maximum possible volume of production in a country at any given time is determined by:

1. the volume of demand for goods and services;
2. the amount of money put into circulation;
3. the quantity and quality of labor, capital and natural resources, provided that they are fully and effectively used;
4. the state plan.

3. The law of supply under rising prices and other equal conditions is manifested:

1. in changing the offer.
2. in the growth of the supply value;
3. in reducing the supply volume;
4. in the growth of demand.

4. Variable costs are:

1. costs that occur regardless of changes in the volume of production;
2. alternative production costs.
3. changing depending on changes in the volume of production;
4. expenses of the enterprise that do not depend on the volume of production

Tasks for establishing a sequence

1. Arrange the types of costs in order of increasing their dynamics (the ability to change their value):

1. marginal costs
2. total costs
3. average costs
4. fixed costs

2. Arrange your needs from lowest to highest according to Maslow's classification:

1. physiological (hunger, thirst, cold, sleep)
2. social (striving for love, recreation, communication)
3. in respect (from others, self-esteem)
4. safe (protection from pain, fear, anger)
5. in self-expression (development of abilities and their effective use)

3. Arrange in the correct sequence the stages of cooperation within the company in the process of evolution:

1. simple cooperation
2. factory
3. manufactory

4. Set the correct sequence of business cycle phases:

1. depression
2. peak cycle
3. rise
4. decline (crisis)

Compliance tasks

1. Establish a correspondence between the main types of economic systems and their characteristics:

1. Traditional	A. a system based on private ownership, freedom of choice and competition
2. Market economy	a system where the state plays the main role in regulating
3. Command	Line B. a system that is characterized by the dominance of a natural self-supporting economy, exchange as an auxiliary tool
4. Mixed economy	a system in which private producers and state-owned enterprises work in tandem

2. Determine whether the indicator corresponds to the formula for calculating it:

1. Elasticity of demand at price	A. Percentage change in demand for a product X / percentage change in the price of another product Y
2. Cross elasticity	B. The ratio of the percentage change in the supply volume to the one percent change in the price for it
3. Income elasticity of demand	B. Percentage change in product demand / percentage change in consumer incomes
4. Elasticity of supply at the price	of G. Percentage change in the volume of demand for a product / percentage change in its price

3. Establish a correspondence between the bank loan forms and their content:

1. Consumer credit	A. Occurs when the state acts as a borrower. This loan is divided into the actual state loan and the state debt.
2. Mortgage loan	B. It is provided to the population by retail chain enterprises, and the sources of lending are monetary resources of banks and similar institutions. It is provided for purchasing long-term goods on credit. The normal loan term is up to 3 years.
3. State loan	B. Occurs when a loan is extended by international organizations or individual countries to other countries in need. It can be carried out directly by the state, private firms or private firms under the guarantee of their state.
4. International Credit	in Moscow It is provided by banks to purchase land or build housing on the security of this property.

4. Establish a correspondence between the types of inflation and their content:

1. Creeping inflation	A. Occurs in the case of general state control over prices. The external manifestation of inflation is a commodity deficit. Market mechanisms do not work in such conditions.
2. Suppressed inflation	B. Occurs when prices increase by up to 200% per year. It leads to a loss of the standard of living of members of society, especially those with fixed incomes. With this inflation, business planning becomes more difficult, savings are lost, and investment incentives are reduced.
3. Galloping inflation	B. Occurs in the economy if the annual inflation rate exceeds 200%. Such inflation destroys the economy, it destroys savings, the investment mechanism, and ultimately production itself. In this situation, consumers seek to immediately get rid of burning money, turn it into real values.
4. Hyperinflation	in Russia Occurs in the economy if the total price level increases to 10% in a year. It is considered an objectively necessary element in the economy. Under conditions of resource constraints, resource prices gradually increase, which leads to a slow increase in the overall price level.

Open-type tasks

1. The curves of market supply and demand have the form: $Q_d = 120 - 3P$, $Q_s = -30 + 2P$. If the government sets a fixed price at $P = 25$, the volume of goods sold in this market will decrease by _____.
2. What is the income elasticity of demand for product X if a 3% increase in income leads to a 6% drop in demand for this product?
3. In the short term, the company produces 1000 units of products. The average variable costs are 1.5 rubles, the average costs are 2.5 rubles. The firm's fixed costs are _____ rubles.
4. The Bank issued a loan in the amount of 500,000 rubles for 1 year. The borrower must return 625,000 rubles to the bank in a year. Determine the real interest rate, assuming that the inflation rate is 15% per year?

UK-10. Able to make informed economic decisions in various areas of life

B1. O. 04. 06. Marketing

Tasks with a choice of one or more possible answers

1. A vertical marketing system is:

1. distribution channels with professional management and centralized coordination, designed to effectively perform distribution functions and maximize marketing impact;
2. independent individuals and legal entities whose main function is to bring sellers and buyers together.
3. a distribution method in which the company uses two or more distribution channels for the same basic product.
4. a distribution strategy in which a manufacturer sells its product or service through a single intermediary in a specific geographical region.

2. The market capacity is:

1. the amount of public funds used to purchase goods or services.
2. total purchases of industrial consumers;
3. the volume of production of goods, taking into account changes in their inventory and the export-import balance;
4. the ratio of supply and demand at the general economic level.

3. The direct marketing channel is:

1. trade from the distributor's warehouse.
2. trade through stores owned by the manufacturer.
3. trade with small wholesale enterprises;
4. trade through retail stores.

4. The seller's market is:

1. when demand is higher than supply.
2. when demand is lower than supply.
3. when demand equals supply.

Tasks for establishing a sequence

1. Arrange the modes of transport in descending order of their ability to deliver goods quickly:

1. railway station,
2. air,
3. water,
4. automobile.

2. Arrange the carrier selection steps in the correct order:

1. Ranking of carrier selection criteria.
2. Making a decision on choosing a carrier.
3. Calculating the carrier's rating for each criterion.

4. Evaluation of possible carriers in the context of the planned criteria.
5. Determination of carrier selection criteria.
6. Evaluation of the overall rating of carriers.

3. Arrange the stages of market segmentation by consumer group in the correct order:

1. analysis of the characteristics and needs of potential customers;
2. selection of segmentation attributes and criteria.
3. implementation of market segmentation;
4. selection of target market segments;
5. product/company positioning in the market;
6. development of a marketing package;
7. control over the implementation of the marketing package and product positioning in the market.

4. Set the sequence of links in the two-level product distribution channel:

1. manufacturer.
2. retail intermediary;
3. wholesale intermediary;
4. the consumer.

4. Arrange in the correct sequence the stages of drawing up a competitive map of the industry that is used to identify competitors:

1. identification of possible competitors (a list of possible competitors is compiled);
2. determination of strategic characteristics (the characteristics that most accurately indicate the difference in the positioning of competitors are identified);
3. positioning of companies (indicated by a circle, the area of which is directly proportional to the volume of sales, the place of each enterprise on the map);
4. definition of strategic groups (enterprises that fall into the same strategic space are considered as a strategic group and are close competitors).

Compliance tasks

1. Establish a correspondence between the types of marketing communications and their characteristics:

1. Sales promotion	A. PlannedA. Planned long-term efforts aimed at creating and maintaining friendly relations and mutual understanding between the organization and its public.
2. Public relations	- An interactive marketing system that uses one or more communication tools to get a certain response and /or complete a transaction in any region.
3. Direct marketing	- A method of sales promotion that aims to change the attitudes of a real and potential consumer in a

	very short time.
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2. Select when the relevant marketing concepts are applied:

1. Product concept	A. The quality of the company's products is significantly higher than the quality of competitors' products.
	B. The organization actively researches the current and future needs of its customers.
	C. The organization focuses on sales promotion.
	D. The consumer is interested in high-quality products.
2. Sales concept	D. There are quite a large number of potential buyers.
	F. There are unloaded production facilities.
	G. Efforts are focused on market research.
	h. The firm focuses on sales promotion.

3. Establish a correspondence between the types of vertical marketing systems and their characteristics:

1. The corporate vertical marketing system	A. Arises: Marketing is not based on ownership, but most often as a result of the coordination of successive stages of production and distribution - due to the size and influence of the enterprise that forms this system.
2. Contract vertical marketing system.	b. Includes a set of consecutive stages of production and distribution of a given enterprise.
3. An administrative vertical marketing system	. It is formed by independent producers and enterprises engaged in distribution, which combine efforts on the basis of contracts to achieve greater efficiency and efficiency.

Open-type tasks

1. Define a just-in-time planning and management system.
2. Fixed costs per unit of production – 150 rubles. Variable costs per unit of production – 250 rubles. The market price of a unit of production is 400 rubles. The volume of demand for products – 1000 pcs. The specified profit amount is 50 thousand rubles. Determine: the level of the selling price; the price of products with a given amount of profit; revenue from sales of products.

3. The totality of various activities to convey information about the advantages of a product to potential consumers and encourage them to have a desire to buy it is.....

UK-10 is able to make informed economic decisions in various areas of life

B1. O. 04. 08 Economics of an enterprise (organization)

Tasks with a choice of one or more possible answers

1. If the growth rate of labor productivity for the planned period exceeds the growth rate of output, this requires:

1. additional number of employees;
2. they are not related to changes in the number of employees.
3. reduction of the existing headcount

2. The salary accrued for the volume of products produced with the payment of a premium for completing and exceeding the planned task is:

1. direct piecework salary;
2. simple time-based payment.
3. time – based-premium;
4. piecework-premium;
5. piecework-progressive

3. The ratio of newly introduced fixed assets to their value at the end of the period is calculated as:

1. growth rate;
2. fund retirement ratio;
3. refresh rate.
4. fund replacement ratio

4. The number of revolutions that current assets make during the period under review shows the coefficient:

1. pinning;
2. loads of funds in circulation.
3. turnover ratio.
4. turnaround time

Tasks for establishing a sequence

1. Establish the correct sequence of building the production structure of the enterprise:

1. determine the composition of the company's workshops
2. calculate areas
3. plan transport links
4. map out routes according to the production process

2. Set the sequence of cost estimates:

1. by main workshops
2. by auxiliary workshops
3. for the economic entity as a whole
4. maintenance and production management services
5. for certain types of special expenses (transportation, commissioning)

3. Establish the sequence of formation of the enterprise (organization):

1. Submitting an application and paying the state fee
2. Adoption by the General Meeting of shareholders of a decision on the organization of an enterprise (organization)
3. Approval of the Charter by the General Meeting of Founders
4. Obtaining a license, if necessary
5. State registration and entry in the Unified State Register of Legal Entities with the issuance of a certificate of registration
6. Opening a current account with a bank
7. Receipt of a document confirming payment of at least 50% of funds to the authorized capital

4. Set the price formation sequence:

1. Selection of pricing methods.
2. Price selection.
3. Determining demand.
4. Setting (calculating) the price.
5. Analysis of costs and prices of competitors.

Compliance tasks

1. Establish a correspondence between the examples and types of costs of the company:

1. Permanent	A. administration salaries
2. Variables	B. piecework payment for hired workers
	in rent for the premises
	in Moscow purchase of raw materials

2. Establish a correspondence between the sources of business financing and the types of sources:

1. internal sources of business financing	A. net profit
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2. external sources business financing	B. bank loan
	in. depreciation deductions
	for the year funds of the extra-budgetary fund

3. Establish a correspondence between the type of cost and its characteristics:

1. Fixed costs	A. The sum of production and sales costs
3. Variable costs	B. Costs that do not depend on the volume of products produced
4. Total costs	B. Production costs per unit of output
2. Unit costs	of G. Costs that vary depending on the volume of production

4. Establish a correspondence between the company's development strategy and its value:

1. Strategy of concentrated growth	A. provides for the acquisition of additional ownership by the enterprise, internal expansion
2. Integrated growth strategy	B. provides for targeted and balanced reduction of business due to changes in market conditions and macroeconomic indicators in the country ³
. B. Diversified growth strategy.	it involves strengthening the position in this market, developing the market and product
4. Reduction strategy	for the year involves the production of new products

Open-type tasks

1. _____ — an indicator of production efficiency, determined by the ratio of profit from sales of products to its cost (in percent).
2. _____ - means of labor (buildings, structures, machinery and equipment, vehicles, etc.) that produce products.
3. Calculate the return on fixed assets if the company has the following performance indicators for the current and last reporting period, taken from accounting statements: the amount of revenue (OFFR) – 2,425,000 rubles, the cost of fixed assets (at the beginning of the year) - 1,112,000 rubles, the cost of fixed assets (at the end of the year) 1,298,000 rubles.
4. The sole proprietor sells handmade cakes and pastries. Revenue from the sale of cakes — 150 thousand rubles, and gross profit-45 thousand rubles. Revenue from the sale of cakes — 100 thousand rubles, gross profit-40 thousand rubles.

CC 10-Is able to make informed economic decisions in various areas of life

B1. O. 04. 09 Financial resource management

Tasks with a choice of one or more possible answers

1. The financial flow of logistics is:

- a) directed movement of financial resources;
- b) any movement of financial resources;
- c) a flow that is homogeneous in its composition, direction of movement and destination;
- d) the flow accompanying the material and (or) information flow.

2. The following measures of financial recovery correspond to the stage of restoring the organization's solvency:

- a) acceleration of collection of accounts receivable, use of factoring;
- b) prolongation of short-term loans and borrowings;
- c) acceleration of working capital turnover.

3. The concept of " profitability threshold "(critical point, break-even point) reflects:

- a) the ratio of profit from sales to revenue from sales (excluding taxes);
- b) revenue from sales, in which the company has neither losses nor profits;
- c) the minimum required amount of revenue to compensate for fixed costs of production and sale of products;
- d) the value of the ratio of profit received to production costs;
- e) the net income of the enterprise in cash required for extended reproduction.

Tasks for establishing a sequence

1. To justify the indicators of financial plans, anticipate the financial situation for a particular time period, set the sequence of stages of financial forecasting:

- a) making a sales forecast using statistical and other methods;
- b) making a forecast of variable costs;
- c) calculation of external financing needs and search for appropriate sources (taking into account the rational structure of the organization's sources of funds);
- d) making a forecast of investments in fixed and current assets required for the forecast sales volume.

2. To evaluate asset quality, set the sequence of analysis of the following interrelated blocks:

- a) analysis of the composition, structure and dynamics of aggregated (enlarged) asset groups;
- b) ranking (grouping) and valuation of assets according to the degree of liquidity;
- c) detailed analysis of individual elements of non-current and current assets, identification of excessive accumulation of tangible assets, unjustified diversion of funds;
- d) calculation and evaluation of the dynamics of indicators of turnover (return) of assets in general and their types;
- e) factor analysis of asset utilization efficiency;
- f) assessment of asset utilization efficiency.

3. Set the sequence of the process of analyzing the formation and use of working capital as follows:

- a) determine the composition, structure and dynamics of current assets;
- b) determine the organization's need for working capital;
- c) justify the choice of optimal sources of financing of current assets;
- d) evaluate the efficiency of working capital use;
- e) calculate the impact of the turnover rate of current assets on the level of liquidity and profitability.

Compliance tasks

1. Establish a correspondence between the term and its definition:

1. Liquidity	1. Property of assets to be quickly converted to means of payment
2. Solvency	2. The ability of an economic entity to repay its short-term liabilities at any time
3. Financial sustainability	3. The state of capital in the process of its circulation, and the ability of a business entity to self-develop at a fixed point in time
4. Financial condition	4. Status of the company's accounts, which guarantees its permanent solvency

2. Determine whether the indicator corresponds to the formula for calculating it:

1. Coefficient of provision of own working capital	1. The ratio of net profit to the average cost of equity
2. Debt - equity ratio	2. Characterizes the share of own funds in the total amount of sources of financing
3. The coefficient of financial independence	3. The amount of borrowed funds per 1 ruble of equity
4. Return on equity	4. Describes the share of own funds in the total amount of funding sources

3. Establish a correspondence between the types of bankruptcy of enterprises and their characteristics:

1. Real bankruptcy	1. It is caused by an excess of the company's balance sheet asset over its liability or a large amount of receivables. In this case, administrative and external management procedures can be used to restore the company's solvency.
2. Temporary (conditional) bankruptcy	2. A situation where the management of an enterprise specifically brings it to bankruptcy, plundering its funds in various ways. Deliberate bankruptcy of a legal entity is prosecuted by law.
3. Deliberate (intentional) bankruptcy	3. Knowingly false declaration of insolvency in order to obtain deferral and installment payments from creditors. Those responsible for fictitious bankruptcy and withholding assets to pay off debts are also prosecuted.
4. Fictitious bankruptcy	4. This type is characterized by the inability of the enterprise to restore its solvency due to real capital losses. The company is declared insolvent by the arbitration court in accordance with the bankruptcy law. Bankruptcy of an organization occurs due to inefficient management of the company.

Open-type tasks

1. The company can invest 1 million rubles to expand production. own funds and 500 thousand rubles taken on credit. The loan interest rate, including debt service, is 30%. The economic profitability of the enterprise is 45%. The income tax rate is 35%. Determine: leverage of financial leverage; differential of financial leverage; expected effect of financial leverage.
2. Calculate the return on sales at the beginning of the planned year, based on the following data:

Indicators	Report for 9 months of the current year	Expected execution of the plan for the IV quarter of the current year
Output		
a) at wholesale prices of the enterprise	38 600	10 300
b) at full cost	31 200	8 100

3. Revenue from the sale of products – 500 thousand rubles, production costs-350 thousand rubles, profit from the sale of tangible assets-15 thousand rubles, profit received from the rental of property - 5 thousand rubles, tax payments amounted to 70 thousand rubles, the amount of the company's equity - 1600 thousand rubles. Determine the company's net profit.

UK-10 is able to make informed economic decisions in various fields

B1. O. 04. 10 Taxes and taxation

Tasks with a choice of one or more possible answers

1. The aggregate of taxes that are levied in the state, as well as the forms and methods of their construction, is:
 - A) tax policy;
 - B) the tax system;
 - C) fiscal function;
 - D) the principle of stability
2. Taxes were incurred as a result of:
 - A) trade development;
 - B) the emergence of the state;
 - C) the formation of industry;
 - D) formation of commodity-money relations.
3. Taxes are:
 - A) monetary support from each working person;
 - B) cash and in-kind payments that are paid from the state budget;
 - C) monetary deductions of the state from profits and salaries;
 - D) mandatory payments of legal entities and individuals to the budget in the amounts and within the time limits established by law.

4. The source of tax payment is:

- A) salary;
- B) profit;
- C) interest;
- D) all answers are correct.

Tasks for establishing a sequence

1. Arrange the tax distribution levels in ascending order:

a) regional, b) federal, c) local

2. Arrange the key stages of forming the tax policy of the Russian Federation in the correct sequence:

a) a significant reduction in the number of taxes and overall streamlining of the tax system, b) the formation of a modern tax system and the need to ensure a constant flow of tax revenues to the budget system, c) gradual abandonment of full unification of taxation in different sectors and segments of the economy and types of economic activity, gradual expansion of tax incentives and the emergence of some new areas of tax incentives

3. Arrange the steps for calculating personal income tax in the correct order:

a) calculation of the advance payment, b) determination of the amount of income, c) determination of the tax base, d) determination of tax deductions

4. Procedure for determining the taxable profit under income tax:

a) Profit (loss) according to tax accounting data, b) Profit (loss) from sales, c) The amount of loss received in the previous tax period, d) Revenue from the sale of goods (works, services)

Compliance tasks

1. Compare the tax rates and their personal income tax base:

1. Income on securities (excluding income in the form of dividends)	A) 35%
2. Income if the amount of tax bases for the tax period is less than 5 million rubles. or equal to 5 million rubles	. B) 30%
3. Income in the form of the value of any winnings and prizes received in ongoing contests, games and other events for the purpose of advertising goods, works and services	C) 9%
4. Interest income on mortgage-backed bonds	D) 13%

2. Distribute taxes by level:

1. federal taxes	A) corporate income tax
2. regional taxes	B) water tax
3. local taxes	C) transport tax
	D) land tax
	E) gambling tax

3. Compare the terms and their characteristics:

1. the object, action or other value or natural value to which the tax is directed	A) tax benefits
2. an organization or individual that is legally obligated to pay	b) payment terms

taxes and fees at its own expense	
3. a certain period of time during which the taxable entity pays off its tax obligations	with the tax recipient C) the taxable entity
4. advantages provided to certain categories of taxpayers in comparison with others, including non-payment or payment of taxes to the taxable entity in a smaller amount	D) the object of taxation

4. Compare the terms and their characteristics:

1. activities of the authorized bodies to monitor compliance with the legislation on taxes and fees	A) tax violation
2. the main form of tax control, which is a set of procedural actions of authorized bodies to monitor compliance with tax legislation, carried out by comparing the real state of the taxpayer's financial and economic activities with the reporting data	B) tax control
3. on culpably committed illegal (in violation of the legislation on taxes and fees) act (action or omission) of a taxpayer, payer of insurance premiums, tax agent and other persons	C) tax audit

Open-type tasks

1. Property tax payers are persons who own property that is recognized as an object of taxation.
2. What taxes does the Patent tax System replace?
3. What are the special VAT rates?
4. The difference between the total amount of funds transferred and / or recognized as a single tax payment and the monetary expression of the total liability is...

UK-11. Able to form an intolerant attitude to corrupt behavior

B1. V. 01. 02. Labor organization and personnel management

Tasks with a choice of one or more possible answers

1. Examples of corrupt practices include:

1. teaching activities for remuneration as a part-time employee;
2. receiving any gift;
3. using the official position to obtain benefits in relation to relatives.

2. Penalties that are provided for for committing acts of corruption, regardless of their severity, include:

1. disciplinary penalties in the form of a reprimand, severe reprimand or dismissal;
2. demotion or reduction of rank, class;
3. cancellation of bonus payments.

3. When applying for a new position after being dismissed from the civil service, a citizen must notify:

1. a representative of the employer about the intention to conclude an employment contract;
2. the commission for compliance with the requirements for official conduct;
3. division of the personnel service of the state body for the prevention of corruption and other offenses.

4. Prevention of corruption is:

1. activities related to the detection and investigation of corruption offenses;
2. identification of property obtained as a result of committing corruption offenses;
3. activities to prevent corruption, including the identification and subsequent elimination of the causes of corruption.

5. Excess of official authority means:

1. committing actions that clearly go beyond the powers of an official, entailing a significant violation of the rights and legitimate interests of citizens or organizations, or the interests of society or the state protected by law;
2. performing organizational, administrative and economic functions permanently, temporarily or by special authority;
3. implementation of entrepreneurial activity by a civil servant personally or through authorized persons, as well as participation in the management of an economic entity.

6. Who is obliged to provide information about their income, property and property-related obligations, as well as about the income, property and property-related obligations of their spouse and minor children:

1. citizens applying for positions in the state civil service;
2. Citizens applying for civil service positions included in the lists established by regulatory legal acts of the Russian Federation.

7. A conflict of interest for a civil servant is:

1. a conflict situation with a work colleague.
2. personal interest in resolving an issue that is part of the scope of official duties
3. subordination to relatives.

8. In which case a legal entity will be held liable for a corruption offense:

1. if planning, organization and preparation of corruption offenses is carried out on behalf of a legal entity;
2. if a corruption offense has been committed on behalf of or in the interests of a legal entity;
3. A legal entity may not be held liable for a corruption offense.

Tasks for establishing a sequence

1. Arrange the stages of conducting an audit of HR records management in the correct order:

1. Reconciliation of documents.
2. Preparation of HR audit reports.
3. Determination of the list of documents to be checked.
4. Organizational stage.
5. Review of personnel documentation.

2. Establish the correct sequence of procedures to be performed during the recruitment process:

1. Personnel selection.
2. Search for candidates for vacant positions.
3. Determine the need for additional hiring or firing.
4. Determining the need for personnel.
5. Development of selection criteria.
6. Conclusion of an employment contract.

3. Arrange the firm's goals in the correct order according to their hierarchy, starting with the highest one:

1. Mission statement.
2. Strategic goals.
3. Operational goals.
4. Tactical goals.

4. Arrange the stages of developing the organization's HR policy in the correct order:

1. Drawing up a personnel action plan.
2. Definition of the main forms and methods of personnel management.
3. Determination of quantitative and qualitative requirements for personnel.
4. Analysis of the external environment and internal capabilities of the organization.

5. Arrange the main stages of anti-corruption expertise of regulatory legal acts and draft regulatory legal acts in the correct order:

1. preparatory stage;
2. the stage of conducting an anti-corruption expert examination;
3. the stage of registration of the results of anti-corruption expertise.

Compliance tasks

1. Set a match:

1. Anti-corruption measures:	A. Prevention of corruption, including identification and subsequent elimination of the
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	causes of corruption
	B. Detection, prevention, suppression, disclosure and investigation of corruption offenses.
	B. Minimization and / or elimination of consequences of corruption offenses.
2. Measures to prevent corruption.	d. Separation of departments or officials responsible for the prevention of corruption and other offenses
	d. Adoption of the code of ethics and official conduct of employees of the organization.
	e. Prevention of informal reporting and the use of forged documents

2. Establish a correspondence between the situations and types of liability to which a person can be held in each case:

1. The representative of the legal entity promised the bailiff a reward in the form of a trip to Turkey for a week in a five-star hotel at the expense of the legal entity's funds if the bailiff's inaction helps evade payment of debts to creditors under the writ of execution. What type of liability will a legal entity incur?	A. Administrative responsibility.
2. A state civil servant participates in the performance of certain functions of State administration in relation to a commercial organization to which his spouse has property obligations. The employee did not notify his employer about this. What type of responsibility can an employee incur?	B. Disciplinary responsibility.

3. Establish a correspondence between the approaches to the development of personnel audit methods and their characteristics.

1. Managerial approach	: It provides for the development of methods for verifying the compliance of personnel management procedures of a particular organization with the requirements of legislation and other regulatory legal acts of the Russian Federation.
2. The normative-legal approach	. Accounting involves the development of methods that take into account the characteristics of an organization related to its branch (departmental) affiliation.
3. A special approach.	B. Involves the development of methods

	for various management issues, such as methods for analyzing the quality of personnel management, assessing labor motivation, checking working conditions, etc
. 4. An industry-specific approach.	G. Involves the development of methods for diagnosing organizations that have specific features due to the influence of the external or internal environment (for example, in a mass market). staff release, bankruptcy).

4. Establish a correspondence between HR management functions and audit parameters.

HR management function	Audit content
1. Personnel planning.	A. Analysis of the level of employment of personnel; analysis of ensuring the stability of the composition of employees; study of the employment of women, the elderly and other vulnerable segments of the population.
2. Use of personnel.	B. Assessment of available resources, goals and prospects for the organization's development, future personnel needs; analysis of the staffing table, the degree of its validity.
3. Formation of the personnel policy of the organization.	c. Assessment of the current state of personnel policy, the degree of its coordination with the goals of the organization, its development strategy; assessment of the degree of connection of personnel policy with the specifics of the organization and

	external conditions.
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5. Select the types of personnel audits that belong to the appropriate group.

Classification attribute	Types of audit
1. Frequency of conducting	an audit Strategic audit.
	B. One-time audit.
2. Scope of verification	B. Full audit.
	d. Regular audit.
3. Level of conducting	D. Thematic audit.
	E. Managerial audit.

Open-type tasks

1. What anti-corruption measures are in place?
2. Who is responsible for taking measures to prevent and resolve conflicts of interest?
3. What measures are organizations required to develop and implement to prevent corruption?
4. An employee of the ministry went to the dacha in an official car with a driver during working hours. What type of responsibility can an employee incur?
5. When submitting information about their income, expenses, property and property-related obligations during the annual declaration campaign, the employee did not indicate the profit received as bonus points on cumulative discount cards accrued by banks for using their services. What responsibility will the employee bear?
6. The possibility of receiving income in the form of money, other property, including property rights, property-related services, results of work performed, or any benefits (advantages) by a person filling a position that requires taking measures to prevent and resolve conflicts of interest is
7. To whom, in accordance with the Federal Law "On Combating Corruption", is a state or municipal employee required to notify in writing of a conflict of interest or the possibility of its occurrence?
8. Can relatives of a civil servant's wife work with their son-in-law in the same institution that belongs to a State body?

9. Is a civil servant required to attend a meeting of the official conduct compliance commission in person?

UK-11. Able to form an intolerant attitude to corrupt behavior.

B1. O. 01. 04 Jurisprudence

Tasks with a choice of one or more possible answers

1. The parties to the purchase and sale agreement:

- a) lessor and lessee;
- b) the lender and the borrower;
- c) the giver and the donee;
- d) the customer and contractor;
- e) seller and buyer.

2. The amount of money that the buyer must pay:

- a) a pledge;
- b) a deposit;
- c) the price.
- d) security payment;
- e) advance payment.

3. A party to the purchase and sale of goods worth 200,000 rubles may be:

- a) a minor from six to 14 years old;
- b) a minor between the ages of 14 and 18;
- c) a minor under six years of age;
- d) a minor between the ages of 14 and 16;
- e) an adult.

4. Subject of the purchase and sale agreement:

- a) provision of services;
- b) execution of works;
- c) the product.
- d) non-material benefit;
- e) intellectual property.

5. The functions of the State are:

- a) the main directions of internal and external activities of the state.
- b) solving economic and financial problems during the global crisis.
- c) preparing the population of the country to repel the threat of external aggression.
- d) distinguishing features of the state from non-state organizations.

Tasks for establishing a sequence

1. Determine the legal force of regulatory legal acts. Arrange the regulatory legal acts in the correct order in ascending order of their legal force:

- 1) "Labor Code of the Russian Federation" No. 197-FZ of 30.12.2001 (as amended on 14.02.2024)
- 2) The Constitution of the Russian Federation
- 3) Federal Law No. 565-FZ of 12.12.2023" On Employment of the Population in the Russian Federation"
- 4) European Convention for the Protection of Human Rights and Fundamental Freedoms, adopted on 04 November 1950

2. Determine the legal force of regulatory legal acts. Arrange the regulatory legal acts in the correct order in descending order of their legal force:

- 1) Norms of international law
- 2) The Constitution of the Russian Federation
- 3) Decree of the Government of the Russian Federation
- 4) Federal Law No. 426-FZ of 28.12.2013" On special assessment of working conditions"

3. Determine the legal force of regulatory legal acts. Arrange the regulatory legal acts in the correct order in ascending order of their legal force:

- 1) Norms of international law
- 2) The Constitution of the Russian Federation
- 3) Decree of the Government of the Russian Federation
- 4) Federal Law No. 426-FZ of 28.12.2013" On special assessment of working conditions"

4. Determine the legal force of regulatory legal acts. Arrange the regulatory legal acts in the correct order in ascending order of their legal force:

- 1) "Labor Code of the Russian Federation" No. 197-FZ of 30.12.2001 (as amended on 14.02.2024)
- 2) The Constitution of the Russian Federation
- 3) Federal Law No. 565-FZ of 12.12.2023" On Employment of the Population in the Russian Federation"
- 4) "Civil Procedure Code of the Russian Federation" No. 138-FZ of 14.11.2002 (as amended on 25.12.2023, as amended). from 25.01.2024)

5. Determine the legal force of regulatory legal acts. Arrange the regulatory legal acts in the correct order in descending order of their legal force:

- 1) "Labor Code of the Russian Federation" No. 197-FZ of 30.12.2001 (as amended on 14.02.2024)
- 2) The Constitution of the Russian Federation
- 3) Federal Law No. 565-FZ of 12.12.2023" On Employment of the Population in the Russian Federation"
- 4) "Civil Procedure Code of the Russian Federation" No. 138-FZ of 14.11.2002 (as amended on 25.12.2023, as amended). from 25.01.2024)

Compliance tasks

1. Establish a correspondence between the type of law and the direction of its operation:

Type of law	Direction of operation
Constitution (A)	act of current legislation (1)
federal constitutional law (B)	law of laws (2)
a federal law (C)	is issued by the representative body of a subject (3)
a law of a subject of the federation (D)	is linked to the Constitution (4)

2. Establish a correspondence between the regulatory act and the time of its entry into force:

Regulatory act	Time of entry
into force of a Government Decree (A)	10 days from the date of publication (1)
Presidential decrees (B)	from the moment of signing (2)
federal law (C)	from the moment of approval (3)

3. Establish a correspondence between legal relations and the branches of law that govern them: for each item given in the first column, select the corresponding item from the second column.

Legal relations	Branches of law
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the citizen was employed as a mechanic (A)	labor law (1)
the court established custody of a minor (B)	family law (2)
the court recognized that the act was committed in a state of necessary defense (C)	criminal law (3)
the citizen was granted annual leave (D)	
the citizen was found guilty and sentenced to imprisonment (E)	

4. Establish a correspondence between the concepts and their content:

Concept	Content
referendum (A)	a form of direct expression of the will of citizens, expressed in voting on the most significant issues of national, regional or local significance (1)
elections (B)	a form of direct participation <u>of citizens</u> in the implementation <u>of local self-government in a settlement</u> with no more than 100 residents who have the <u>right to vote</u> to resolve issues of local significance (2)
(C)	Procedure for electing someone by open or secret ballot (3)

5. Establish a correspondence between the principles of constitutional law and their content:

The principle	of Content
federalism (A)	legal equality, providing everyone with equal legal opportunities to enjoy rights and freedoms (1)
equal rights of citizens (B)	is expressed in the requirement of strict and full implementation of the prescriptions of legal norms by all subjects of law (2)
legality (C)	division of the state into structural units that have limited independence, but in general are subject to federal authority (3)
justice (D)	the requirements for a real correspondence between the position of various individuals and their importance in society, between work and remuneration, crime and punishment, etc. (4)

Open-type tasks

1. _____ — certain requirements for the behavior of people related to the implementation of the rules imposed on civil servants.

2. _____ — a system of methods, techniques, and means by which state power is exercised.

3. _____ — physical, psychological or ideological influence of the state power on the members of society, carried out in an organized, personalized manner and within the limits of legal prescriptions, which ensures, with the help of the state apparatus, the unconditional approval of the state will in the field of protection and development of the

environment. protection of human and civil rights and freedoms, public safety, combating crimes and punishing those responsible for their commission.

4. _____ the right of citizens to elect their representatives to state and local government bodies, to take part in referendums and other political actions aimed at expressing the will of the population.

5. _____ decisions taken by the Chambers of the Federal Assembly.

UK-11. Able to form an intolerant attitude to corrupt behavior

B1. V. 01. 01 Fundamentals of consumer behavior

Tasks with a choice of one or more possible answers

1. The thoughts, aspirations, and feelings of the consumer associated with the awareness of certain needs and with encouraging them to engage in consumer activities and interpersonal communication are:

- A) aspirations
- B) dreams
- C) motive
- D) incentive

2. Environmental (social) factors include:

- A) structure and size of income, level and content of education, place of residence (registration, registration) and place of stay, etc.
- B) personal assessment of their social status
- C) product range(goods and services), availability of material, spiritual and social benefits
- D) Mass media, advertising and propaganda, PR, reference groups, public opinion leaders, etc.

3. Consumers who meet their needs free of charge (free of charge) are:

- A) consumers-companies
- B) the company
- C) family
- D) End users

4. The value reference group is:

- A) the group to which a person belongs and is influenced by its norms and values
- B) a real or virtual group of people that is considered by an individual as bright carriers and exponents of certain ideas and values that they also share
- C) a group of people whose information we trust, although it may not be reliable

5. According to what motivation theory, people's behavior is motivated by three basic learner needs-achievement, belonging, and management:

- A) the theory of A. Maslow
- B) Herzberg's theory

- C) the theory of D. Schwartz
- D) McClelland's theory

6. This solution to the problem involves a lot of effort on the part of the consumer and is characterized by a high degree of complexity and involvement:

- A) The usual solution to the problem
- B) A limited solution to the problem
- C) Advanced problem solving

7. What stage of the consumer's decision-making process is defined as the process of obtaining information, interpreting it, storing it in memory, and reproducing it:

- A) purchase
- B) search for information
- C) Exemption
- D) Consumption

Tasks for establishing a sequence

1. Arrange the steps of the model building process in the correct sequence:

- A) Checking the model for validity.
- B) Update the model.
- C) Applying the model
- D) Building a model.
- E) Problem statement.

2. With a high degree of engagement and an intelligent method of cognition, the consumer will consistently go through a chain of three levels of reaction:

- A) make
- B) find out
- C) feel it

3. The process of perception of a new product consists of five stages:

- A) Full perception (perception)
- B) Rating
- C) Awareness
- D) Sample
- E) Interest

4. Arrange the components of the customer behavior model in the correct order. Kotler:

- A) "Black box"
- B) Customer responses
- C) Stimuli

5. The process of evaluating options and selecting alternatives consists of the following sequential steps:

- A) Evaluation of alternative options
- B) Selection of the decision rule
- C) Defining the set of options under consideration

6. With little involvement in the purchase process and a sensory method of cognition and reaction levels, the consumer will consistently go through a chain of three consecutive levels:

- A) feel it
- B) make
- C) Find out

7. When making a decision to purchase new products, the consumer goes through five consecutive stages:

- A) the solution
- B) confirmation
- C) cognition
- D) forming an opinion
- E) development of

Compliance tasks

1. Match:

1. Physical risk	A) the perception of how much appreciation and respect from others will increase after a given purchase, how much the consumer's status will change, and how much the consumer's own self-esteem and self-esteem will grow
2. Financial risk	B) perception of whether the purchased product will serve its intended purpose and will be able to solve the consumer's problems
3. Functional risk	C) an idea of how much the price of the product corresponds to its value, whether the costs of the consumer will be recouped
4. Social and psychological risk	D) an idea of the degree of safety of the product, what harm the product can cause to the life, health, property of the consumer and the environment in the process of use and disposal

2. Match:

1. the economic and mathematical model	A) describes the behavior of a group of people and the various roles played, for example, by family members when making purchases or members of the buyer's
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	"purchasing center" - an organization
2. the socio-economic model	B) describes the behavior of consumers, taking into account their division by social strata and income levels
3. organizational and economic model	C) mathematical description of consumer behavior in order to obtain a correlation between the behavioral characteristics of the consumer and the factors influencing this behavior

3. Match:

1. The economic model	A) is based on the assumption that consumers do not have a conscious idea of their needs and act in the market mainly unconsciously, irrationally, under the influence of personal characteristics, emotions and the uniqueness of accumulated life experience
2. The sociological model	B) is based on the assumption that the buyer is rational and consistent in his actions when buying goods and meeting needs.
3. The psychological model	C) is based on the assumption that the main role in purchasing behavior is played by the social environment that surrounds a person or to which he or she aspires to belong

4. Match:

1. relations	A) the mental process of reflecting objects or phenomena of reality acting at a given time on the human sense organs
2. knowledge	B) information stored in memory
3. perception	C) total assessment of the object in a positive or negative way, attitudes towards goods, services, events, etc.

5. Match:

1. rational motives	A) arouse interest mainly in the functional characteristics of the product: warranty period, ease of use, the possibility of quick and high-quality repairs
2. emotional motives	B) search for benefits: low prices, cost-effectiveness and practicality in use
3. utilitarian motives	C) the desire to find attractiveness, join a certain social environment, and satisfy your desire for a certain quality of life. curiosity

6. Match:

1. intended (expected) quality	A) the quality that the consumer expects to receive
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2. actual (suggested) quality	B) desired quality that meets all the requirements of the consumer
3. ideal quality	C) real quality that may or may not meet the standards, price or effort of the consumer spent on the purchase

7. Match:

1. innovators	A) recognize the novelty after the innovators, are regional leaders, are not inclined to take risks
2. the early minority	B) are suspicious of changes, are loyal to traditions, and master the novelty when it becomes a tradition
3. the early majority	C) is the first part of the mass buyer, making up about 34%
4. later, the majority	of D) make up the second part of the mass market (34 %), but in their estimates, as a rule, people are older than middle age and with lower incomes
5. laggards	E) risk being the first to buy and use a new product or idea

Open-type tasks

1. Psychological research of consumer groups or individuals in terms of their characteristics, values, beliefs, preferences, and behaviors is...
2. A certain group of people whose intended position is used by the individual as a basis for current behavior and the formation of norms and values that determine the perspective of thinking and behavior of a person is...
3. The system of thoughts and feelings, intentions and actions developed by society and assimilated by the individual, which is appropriate in a given situation for a person occupying a certain social position, is...
4. The type of activity that uses various management methods and techniques aimed at the individual, group, allowing you to increase the volume of sales of goods and services of the organization and achieve organizational goals of profit growth in the long term is...
5. The process by which innovation is transmitted over time through certain channels among the members of a particular social system is called ...
6. The feeling of satisfaction that arises from the consumer who compares preliminary expectations and the real qualities of the purchased product is...
7. This type of preference relationship means that the consumer, even without being able to compare this set of A's with any other, can formulate his attitude to it (set A is no worse than himself) - ...

OPK-1 is able to solve professional tasks based on intermediate-level knowledge of economic, organizational and managerial theory

B1. O. 01. 02 Philosophy

Tasks with a choice of one or more possible answers

1. According to Marx, alienation is removed ...

1. by educating the people;
2. the revolution.
3. development of productive forces;
4. a religious update.

2. Marx assigns the leading role in defining spiritual and religious life ...

1. becoming an Absolute Spirit;
2. cognition.
3. the economy.
4. politics.

3. Marx calls cultural phenomena ...

1. the basis.
2. an imperative.
3. an add-on.
4. a postulate.

4. Positivists considered the only method of cognition to be ...

1. natural science;
2. sensual
3. religious;
4. metaphysical.

Tasks for establishing a sequence

1. Set the correct sequence for the emergence of world religions:

1. Christianity
2. Buddhism
3. Islam

2. Establish the correct sequence of scientific analysis:

1. Generalization
2. Comparison
3. Experiment
4. Surveillance

3. Establish the correct sequence of historical stages in Western European philosophy:

1. Philosophy of the twentieth century
2. Ancient philosophy
3. Medieval philosophy
4. German Classical Philosophy

4. Set the sequence of occurrence of the following types of worldview:
 1. Philosophy
 2. Mythology
 3. Religion
 4. Science

Compliance tasks

1. Establish the authorship of the philosophical method

method	author
1. method of unity and struggle of opposites	A. Marx
2. method of induction	Hegel
3. method of deduction	V. Bacon
4. method of dialectical materialism	G. Descartes

2. Set the authorship

saying	philosopher
1. "You can't enter the same river twice"	A. Socrates
2. "I only know that I don't know anything"	Aristotle
3. "Plato is my friend, but the truth is dearer to me"	V. Heraclitus
4. "I don't know about the gods that they exist, or that I don't know what they are." that they don't exist "	G. Protagoras

3. Identify which philosopher uses the terms

terms	of the philosopher
1. categorical imperative	A. Socrates
2. Psychoanalysis	Freud
3. Entelechy	V. Aristotle
4. Maieutics	G. Aristotle

4. Identify the author of the philosophical concept

concept	
1. material existence determines consciousness	A. Democritus
2. ideas are primary, and the existence of things is secondary	Parmenides
3. being is a ball resting in the center of the world	V. Marx
4. being consists of atoms	G. Plato

Open-type tasks

1. The philosophical doctrine of being is called...
 2. The philosophical doctrine of knowledge is called...
 3. Thales considered the primary substance of being...
 4. Anaximenes considered the primary substance of being...
- OPK-1-Is able to solve professional tasks based on knowledge (at an intermediate level) of economic, organizational and managerial theory**

B1. O. 01. 03 Economics and financial literacy

Tasks with a choice of one or more possible answers

1. Causes, patterns and consequences of the functioning of individual subjects in a market economy are studied by ...

- a) microeconomics;
- b) macroeconomics;
- c) mega-economy;
- d) mesoeconomics.

2. Economic property relations are characterized by ...

- a) using legal norms;
- b) people's attitudes about things and goods;
- c) people's attitudes to things and goods;
- d) relationships between the means and objects of labor.

3. The market infrastructure does not include ...

- a) commercial banks;
- b) research institutes;
- c) stock exchanges;
- d) auctions and fairs.

4. With the increase in the volume of consumption of a good, its marginal utility ...

- a) increases
- b) decreases.
- c) doesn't change.

- d) it can either decrease or increase depending on saturation.

Tasks for establishing a sequence

1. Arrange the types of competition in ascending order of market power: ...

1) perfect competition; 2) oligopoly; 3) monopolistic competition; 4) monopoly

2. Set the sequence of actions to be performed when determining net profit:

Д) determine the profit from sales without VAT;

Е) summarize the balance of operating income and expenses.

Ж) deduct income tax.

3) deduct commercial and management expenses.

3. Set the correct sequence according to the Maslow Pyramid of Needs:

A) physiological;

Б) in self-expression;

В) safe;

Г) in respect;

Д) social services;

4. Set the sequence of actions to be performed when determining the average selling price of products:

A) multiply the price of products sold by their quantity for each sales channel.

Б) sum up the cost of products sold for each sales channel.

В) divide the cost of products sold for each sales channel by the amount of all products sold;

Г) determine the quantity of all products sold.

Compliance tasks

1. The country is in a recession, The Government and the Central Bank are pursuing policies to increase employment. Determine whether the fiscal and monetary policy instruments correspond to this goal. Write down the sequence of numbers corresponding to the letters ABVG in the response. The numbers in the response may be repeated

Tools	Policy instruments
A) government spending cuts	1. Fiscal policy 2. Monetary
B) policy Refinancing rate increase (discount rate)	
B) lower tax rates	
Г) lower mandatory reserve ratio	

2. Establish a correspondence between economics as a science, as an economy (indicated by numbers) and an example illustrating it (indicated by letters). Write down the sequence of numbers corresponding to the letters ABVGD in the response. The numbers in the response may be repeated

Example	Economy
A) : opening a new beauty salon	1. Science 2. Economy
B) forecast of metallurgy development	
B) calculation of the five year budget	
Г) introduction of new technologies	
Д) solution of the problem of limited resources	

3. Match the concepts in the left and right columns of the table:

1. Federal taxes	A) Transport tax
2. Regional taxes	B) Value Added tax
3. Local taxes	C) Simplified taxation system
4. Special tax regime	D) Land tax

4. Match the concepts in the left and right columns of the table:

1. The price at which the goods are purchased by the population from commercial enterprises and markets	A) Wholesale
2. The price used- by manufacturing enterprises, supply-and distribution organizations in settlements with all buyers, except for the population	B) Retail
3. The price at which manufacturing enterprises, supply and distribution organizations sell products in large quantities to other enterprises	C) Free
4. The price that is not regulated by the state and is formed under the influence of demand and demand. offers	D) Vacation pay

Open-type tasks

1. The desire of a person to get such a set of goods and services that would most satisfy his needs, and the cost of purchasing these goods would be minimal-this is...
2. Specific human abilities related to the ability to organize the production of goods and services are...
3. What "question" in the economy includes the choice of options for the social division of labor, territorial distribution of production, the choice of production technology and forms of organization?

5. The set of organizational structures and socio-economic mechanisms that determine the production, exchange and distribution of goods is...

OPK-1 is able to solve professional tasks based on intermediate-level knowledge of economic, organizational and managerial theory

B1. O. 03. 05 Fundamentals of military training

Tasks with a choice of one or more possible answers

1. Which troops are not part of the Armed Forces of the Russian Federation:

- a) civil defense troops, internal troops of the Ministry of Internal Affairs of the Russian Federation
- b) engineering and communications troops
- c) special forces, road and railway troops

2. The Armed Forces of the Russian Federation are:

- a) an integral part of the state, protecting its borders from enemy attacks, owning modern equipment and weapons
- b) the armed organization of the state, one of the most important instruments of political power
- c) the armed system of a State that ensures the protection of its interests and is in constant combat readiness to repel possible aggression from another State

3. The rear of the Armed Forces is:

- a) forces and means that provide logistical and technical support to the army and navy in peacetime and wartime
- b) the type of troops that provides technical support and clothing supplies to the army and navy in wartime
- c) a branch of the armed forces that provides the army and navy with military equipment and weapons in peacetime

4. The Air Force consists of:

- a) a branch of the armed forces designed to strike at the enemy's air, land and sea groups, its administrative, political, industrial and economic centers in order to disorganize state administration, disrupt the work of the rear and transport, as well as conduct aerial reconnaissance and air transportation
- b) the type of troops intended for conducting combat operations in the air, suppressing enemy manpower and equipment, transferring airborne troops to designated areas, and supporting units and formations of the Navy and Ground Forces in military operations
- c) a branch of the armed forces that ensures the performance of combat missions in the air during the conduct of military operations, both on its own territory and on the territory of the enemy

5. The basics of Air Force combat power are as follows:

- a) fighter and bomber aircraft
- b) supersonic all-weather aircraft equipped with a variety of bomber, missile and small-gun weapons
- c) personnel of the Air Force, Airborne troops, aircraft of various modifications

6. Define the types of Armed Forces of the Russian Federation:

- a) Strategic missile forces, artillery forces, air defense forces, motorized rifle troops
- b) Land Forces, Air Forces, Navy
- c) Ground forces, Airborne troops, tank troops, motorized rifle troops

7. Special forces are designed to:

- a) performing strategic tasks to defeat the enemy on its territory
- b) ensuring the restoration of the combat capability of troops in the course of conducting combat operations
- c) performing special tasks to ensure the combat and daily activities of the armed forces

Tasks for establishing a sequence

1. Set the correct sequence of actions for providing first aid to a victim of limb fractures:

- a) prevention of traumatic shock
- b) applying a sterile dressing to the wound
- c) stopping arterial bleeding
- d) carrying out immobilization by service or improvised means

2. Arrange the following steps in the correct sequence to provide first aid to a victim of cardiac arrest:

- a) strike a precordial blow
- b) call an ambulance or send the injured person to the hospital
- c) unbutton the belt, shirt collar, tie, etc. that restricts breathing.
- d) start an indirect heart massage
- e) place the victim on a hard surface
- f) perform artificial ventilation of the lungs

3. Algorithm for entering military service under a contract:

1	a) pass a professional psychological selection.
2	b) apply to the selection point for consultation, choosing a place of service and military specialty;
3	c) collect documents, write an application or report on admission to military service under a contract.
4	d) pass a medical examination.
5	e) receive an order to leave for a military unit and military transport documents at the selection point;
6	f) make a decision by the joint commission (selection point and military commissariat) or the attestation commission of a military unit on the candidate's suitability for military service under a contract;
7	g) arrive at the military unit at the place of service;
8	h) take cases and submit them to the i) conclude a contract for military service;
9	

4. Arrange the types and genera of armed forces in chronological order as they occur

- 1) airborne forces
- 2) strategic missile forces
- 3) the navy
- 4) aerospace forces
- 5) ground forces
- 6) air force

5. Arrange them in the order they appear

- 1. Stechkin automatic pistol

2. Yarygin's pistol
3. Makarov pistol
4. Tula Tokarev

6. Arrange the Soviet tanks in the order they appear

1. T-34
2. A-20,
3. T-50
4. BT-7M
5. KV-1
6. T-40
7. KV-2
8. A-32

7. Follow the correct sequence of measures to assess the situation and ensure safe conditions for first aid:

1. identification of threatening factors for the life and health of the victim;
2. identification of threatening factors for one's own life and health;
3. termination of the effect of damaging factors on the victim;
4. removing the victim from the vehicle or other hard-to-reach places;
5. assessment of the number of victims;
6. elimination of life-and health-threatening factors;
7. moving the victim

Compliance tasks

1. Find a match between the names of the Days of Military Glory of Russia and a specific historical date (answer with a number with a letter, for example, 2b)

1. Victory Day of the Russian soldiers of Prince Alexander Nevsky over the German knights on Lake Peipsi (Ice battle)	a) September 21, 1380
2. Victory Day of the Russian regiments led by Grand Duke Dmitry Donskoy over the Mongol-Tatar troops in the Battle of Kulikovo	b) April 18, 1242
3. Day of the first in Russian history naval victory of the Russian fleet under the command of Peter I over the Swedes at Cape Gangut	c) January 27, 1941
4. Victory Day of the Russian squadron under the command of F. F. Ushakov over the Turkish squadron at Cape Tendra	d) September 11, 1790
5. Day of the military parade on Red Square in Moscow	e) December 5, 1941
6. Day of the beginning of the Soviet counteroffensive in the Battle of Moscow	f) November 7, 1941
7. Day of the defeat of Nazi troops by Soviet troops in the Battle of Kursk	g) August 23, 1943
8. Day of lifting the siege of Leningrad.	h) August 9, 1714

2. Establish a correspondence between the basic concepts of Military doctrine and their content

1. Military conflict 2. Armed conflict 3. Military threat	a) the state of inter-state or intra-state relations characterized by a real possibility of a military conflict between opposing parties, a high degree of readiness of any state (group of states), separatist (terrorist) organizations to use military force b) an armed clash of a limited scale between States or opposing parties within the territory of one state c) the form of armed conflict between states resolution of inter-State or intra-State contradictions with the use of military force (the concept covers all types of armed confrontation, including large-scale, regional, local wars and armed conflicts)
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3. Establish a correspondence between the charter of the Armed Forces and its content (provide the answer with a number with a letter, for example, 1a):

1. Charter of the Internal Service of the Armed Forces of the Russian Federation; 2. Disciplinary Charter of the Armed Forces of the Russian Federation; 3. Charter of the garrison and guard services of the forces of the Russian Federation.	a) determines the nature of military discipline, the duties of military personnel to comply with it, the types of incentives and disciplinary penalties, the rights of commanders to apply them, as well as the procedure for submitting and considering proposals, applications and complaints b) determines the general rights and obligations of military personnel and the relationship between them, the duties of the main officials of the regiment and internal regulations c) determines the purpose, organization and performance of garrison and guard services, the rights and obligations of garrison officials and military personnel performing these services
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4. Establish a correspondence between the combat properties, tactical and technical characteristics of the AK-74 and digital values:

Combat properties, tactical and technical characteristics	Digital value
1. Калибр Barrel caliber, mm 2. Range of a direct shot at a chest figure, m 3. Range of concentrated fire at air targets, m 4. Weight with a loaded magazine, kg 5. Maximum дальность range of the bullet, m 6. Initial velocity of the bullet, m/s 7. Weight of a bayonet-knife with a scabbard, g 8. Combat rate of fire by automatic fire, vystr. / min	a) 440 b) 5.45 c) up to 100 g) up to 500 d) 3.6 e) 3150 g) 900 h) 490.

5. Establish a correspondence between элементами the building elements and their definitions

Element system	Definition
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1. Flank	a) soldier (OU machine), head moving in a specified direction;
2. the Front	b) two soldiers, standing in dvuhserijnom the ranks in the back of one another;
3. the Back the side of the building	C) the distance between the flanks;
4. Depth building	g) the right (left) end of the building;
5. Width building	d) the side opposite to the front;
6. DuchshererNY Stroy	e) system in which the unit is built in a column or units in the columns are built one after another at distances as established by the Charter or commander;
7. the Number of	W) soldier (OU machine), moving the latest in a string;
8. Deployed Stroy	z) system in which the unit is built on the same line on the front in otnosheniiem or dvuhserijnom ranks (in a line of cars) or line of columns at intervals established by the Charter or commander;
9. Hiking Stroy	and) the distance from the first row (standing in front of a soldier) to the last line (standing behind the soldier);
10. Guide	K) system in which the soldiers of one of the line located in the back of the head to the military personnel of the other ranks at the distance of a single step (arm, imposed by hand on a shoulder ahead of the standing soldier);
11. Closing	l) the party system, in which soldiers facing (machine - the front part).

6. Establish a correspondence between the duties of military personnel and commanders before the formation and in the ranks:

Composition of military personnel	Duties
1. Military personnel before the formation	a) inspect the weapons and ammunition, PPE, entrenching tools, uniforms and equipment;
2. Military personnel in the ranks	b) to transmit orders and commands without distortion, loud and clear;
3. Commanders	C) when applying commands to make a drill rack; g) in a system without the permission not to talk, not to smoke, to be attentive to the orders and commands quickly and accurately to perform them without disturbing others; d) know their place in the ranks, to be able to quickly occupy it; e) to indicate the place, time, hierarchy, uniforms and equipment, which have the weapons; g) when necessary to appoint observer; h) test and to know the presence in the ranks of the soldiers of his unit, as well as weapons, ammunition, PPE and individual armor, entrenching tools; and) check the external appearance, the presence of equipment and the correct fit; K) in the movement to preserve alignment, the prescribed interval and distance; l) to comply with the requirements of safety; m) not to withdraw from the order without permission; h) to maintain discipline system; o) require precise execution of commands, signals and responsibilities in the ranks; p) to gently tuck in uniform, properly fit and adjust equipment;

	p) to help a friend troubleshoot noted shortcomings
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7. Establish a correspondence between cases when military personnel are out of action and military units and divisions perform a military salute and when the command to perform a military salute is not given:

Military greeting	Situations, cases, places, objects and subjects
1. The military salute is performed by individual military personnel and military units (divisions) when they are in formation 2. The command to perform a military salute is not given	by a) when приеме eating and after сигнала the "Hang up " signal before the "Rise" signal; b) at the firing line and firing (starting position) во during проведения firing (launches); c) when meeting and overtaking; d) mass graves of soldiers who fell in battle for the freedom and independence of the Fatherland; e) in the premises for the sick; f) The tomb of the Unknown Soldier; g) в during sports competitions and games; h) during classes and work in workshops, parks, hangars, laboratories, as well as when performing work for educational purposes.

Open-type tasks

1. The legal basis for conscription and military service is _____. Of the Russian Federation, laws and other normative legal acts in the field of defense, military duty of citizens, the status of military personnel, international treaties of the Russian Federation.

2. _____ a set of measures to put the Armed Forces, the state's economy, and state authorities under martial law.

3. _____ – transfer of the Armed Forces of the Russian Federation and the national economy from martial law to peacetime.

4. _____ It is an honorific duty of citizens with weapons in their hands to defend their Fatherland, undergo non-military training, serve in the Armed Forces of the Russian Federation, and perform other duties related to the defense of the country.

5. During the period of _____, under martial law and in wartime, military duty provides for conscription of citizens for military service, military service and military training.

6. President of the Russian Federation _____ In the event of aggression or an immediate threat of aggression against the Russian Federation, or the occurrence of armed conflicts directed against our State, declares general or partial mobilization, orders the conduct of military operations, and imposes martial law on the territory of the country or in its individual localities.

7. Military duty provides for: _____
accounting, _____ preparing citizens for military
service, _____ for military service, _____ military
service on conscription, пребываю -service in _____, _____ for military
training and passing military training camps during your stay in the Russian
Federation. _____.

**OPK-1 is able to solve professional tasks based on intermediate-level
knowledge of economic, organizational and managerial theory**

B1. O. 04. 03 Economic theory

Tasks with a choice of one or more possible answers

1. Owners of factors of production receive the following incomes:

1. pensions, scholarships, subsidies, insurance payments;
2. wages, rent, interest, normal profit
3. taxes, deductions, rent payments, transfer payments;
4. all of the above is incorrect.

2. The nominal salary is:

1. accrued salary;
2. salary, net of taxes and other payments;
3. salary plus cash receipts from other sources;
4. all of the above.

3. The elasticity of supply depends mainly on:

1. the number of substitute products for this product;
2. the share of the consumer's income allocated for the purchase of this product;
3. a variety of ways to use this product;
4. the duration of the period under review.

4. The multiplier effect (principle) shows:

1. change in income with an increase in investment;
2. change in income when investments decrease.
3. change in income at the same investment amount;
4. change in income when the investment changes.

Tasks for establishing a sequence

1. Arrange the products according to the degree of increasing elasticity of demand by price:

1. luxury goods
2. regularly consumed products
3. essential goods

2. Arrange the time intervals according to the degree of increasing offer elasticity:

1. long-term
2. medium-term
3. short-term

3. Arrange the following economic phenomena in the correct order:

1. resources
2. exchange
3. production
4. consumption
5. distribution.

4. Arrange economic trends and schools in the order in which they occur:

1. neoclassical school
2. physiocracy
3. marxism
4. neoclassical synthesis
5. Keynesianism
6. marginalism

Compliance tasks

1. Establish a correspondence between the concepts of market functions and their meaning:

1. Intermediary	A. Freeing the economy from inefficient economic activities
2. Price	-forming system Establishing an equilibrium price
3. Regulatory	Framework The "flow" of capital from less profitable sectors of the economy to more profitable
ones 4. Sanitizing area	Mediation between sellers and buyers

2. Establish a correspondence between non-price determinants of supply and demand and their examples:

1. Increase in interest rates on deposits	A. Non-price determinants of demand
2. Growth in customer income	B. Non-price determinants of the offer

3. Improvement of production technology	
4. Increase in sales taxes	

3. Establish a correspondence between the concepts of costs and their meaning:

1. Fixed costs	A. The sum of production and sales costs
2. Variable costs	B. Costs that do not depend on the volume of products produced
3. Total costs	B. Production costs per unit of output
4. Unit costs	of G. Costs that vary depending on the volume of production

4. Establish a correspondence between the types of unemployment and their characteristics:

1. Cyclical unemployment	A. Temporary unemployment caused by a voluntary transfer of an employee from one job to another. Unemployment caused by the movement of the population from one region to another, a change in profession or social status. A distinctive feature of this type of unemployment is its voluntary nature and low duration.
2. Structural unemployment	B. It occurs as a result of changes in the demand for labor for certain periods of the year in certain industries (agriculture, agro-industrial processing, construction).
3. Frictional unemployment	B. Frictional unemployment. It is caused by the discrepancy between the professional and qualification data of the unemployed and free jobs. Its causes are mainly related to STP. The structure of social production is constantly changing, new industries, professions, and goods are being born.
4. Seasonal unemployment	in the United States occurs when aggregate demand decreases, which is typical for periods of recession and crisis. The economy adapts to reduced demand, reduces production and sheds excess labor, which is why it is called demand deficit unemployment.

Open-type tasks

1. This theory assumes that any act of exchange is an exchange of bundles of rights, meaning that it is not physical objects (for example, land, machinery, equipment, etc.) that are exchanged, but certain sets of rights to these objects.

2. What is the invisible hand that guides the activities of each market entity to the public good, according to A. Smith?

3. The conditions of production and sale of a certain product are characterized by the following functions of supply and demand:

$$Q_d = 300 - 2P \text{ and } Q_s = -300 + 4P.$$

As a result of fixing the price of the product under consideration, there was a deficit exactly equal to the volume of supply of the product.
Determine at what level the price of the product was fixed.

4. In 2000, the cyclical unemployment rate was 10%, the nominal GDP was 2,700 billion kronor, the Oaken coefficient was 2.5, and the deflator was 1.2. The potential GDP is_____.

OPK-1 is able to solve professional tasks based on intermediate-level knowledge of economic, organizational and managerial theory

B1. O. 04. 08 Economics of an enterprise (organization)

Tasks with a choice of one or more possible answers

1. The production process is divided into:

1. Main; auxiliary, servicing;
2. Main, auxiliary, control;
3. Test; control; main;
4. There is no correct answer.

2. The piecework form of remuneration is characterized by payment in accordance with:

1. the quantity of manufactured (processed) products;
2. the amount of time worked.
3. the number of services rendered;
4. official salary.

3. Depreciation of fixed assets is:

1. depreciation of fixed assets;
2. the process of transferring the cost of fixed assets to the cost of manufactured products;
3. restoration of fixed assets;
4. expenses for the maintenance of fixed assets.

4. The turnover ratio of working capital is characterized by:

1. the amount of products sold per 1 ruble of production assets;
2. average duration of one turnover of working capital;
3. the number of turnover of working capital for the corresponding reporting period;
4. the level of technical equipment of labor.

Tasks for establishing a sequence

1. Arrange these assets in ascending order of their liquidity level:

1. fixed assets
2. materials
3. accounts receivable
4. cash flows

2. Arrange the cost elements in descending order of their specific weights in the cost structure of an industrial enterprise:

1. Material costs
2. Labor remuneration
3. Deductions for material needs
4. Other expenses
5. Depreciation and amortization

3. Determine the correct sequence of production cost formation:

1. total production cost
2. shop floor cost
3. technological prime cost
4. production cost

4. Establish the correct sequence of payroll calculation in the time-based bonus system

1. determination of base salary for hours worked
2. determining the hourly rate
3. determination of the premium amount
4. determination of the total amount of salary

Compliance tasks

1. Establish a correspondence between the organizational and legal forms of enterprises and their characteristics:

1. Unitary enterprise	A. This is a company whose authorized capital is divided into shares; participants are not liable for its obligations and bear the risk of losses related to the company's activities, up to the value of their shares
2. LLC	B. A company whose authorized capital is divided into a certain number of shares; the company's participants are not liable for its obligations and bear the risk of losses related to the company's activities, up to the value of their shares.
3. Joint-Stock	Company B. This is a voluntary association of citizens on the basis of membership for joint production or other economic activities based on their personal labor and other participation and the association of property share contributions by its members (participants).
4. Production Cooperative	of Moscow Anon-commercial organization that does not have the right to own the property assigned to it by the owner. Property is indivisible and cannot be distributed among deposits (shares, units), including among employees of the enterprise.

2. Determine whether the indicator corresponds to the formula for calculating it:

1. Фондоотдача	Fund return A. output (commodity, gross) / average annual cost of production assets
2. Fund intensity	B. net profit / average annual cost of fixed production assets
3. Stock-to-work ratio	of the Company average annual cost of production assets/ output
4. Profitability of fixed production assets	G. average annual cost of production assets/ average number of industrial and production personnel

3. Determine whether the type of working capital corresponds to its name:

1. Work in progress	A. Raw materials, supplies, fuel, semi-finished products, spare parts
2. Funds of circulation	B. Items of labor that have entered the production process
3. B. Material and production stocks	. Development costs of new products that are produced in a given period, but relate to products of future periods
4. Expenses of future periods	G. Finished products in stock, goods shipped and in transit, cash

4. Establish a correspondence between the forms of remuneration and the salary calculation base:

1. BDepending on the output	of A. Nrostaya povremennaya
2. BDepending on the opening hours of	B. Withbusiness-premium
	B. Pryamaya individual
	g. Brigadnaya povremennaya
	D Koswennaya

Open-type tasks

1. During the quarter, the main shops of the pulp and paper mill produced products worth 1,400 thousand rubles, including products worth 100 thousand rubles spent on internal production needs; auxiliary shops produced products worth 120 thousand rubles for sale; repair works were performed under the contract in the amount of 200 thousand rubles. The volume of commercial output of the plant for the reporting quarter is _____.

2. The company purchased the equipment on August 15 at a price of 450 thousand rubles. The cost of delivery and setup amounted to 12 thousand rubles. The useful life is 5 years. The initial cost of the equipment was _____.

3. The cost of basic materials for the quarter is 180 thousand rubles. if the stock rate is 20 days, and auxiliary materials – 45 thousand rubles. if the stock rate is 50 days. The total standard in production stocks is equal to _____.

4. _____ - all types of assets (funds) invested in economic activities for the purpose of generating income (benefits).

OPK-1 is able to solve professional tasks based on intermediate-level knowledge of economic, organizational and managerial theory

B1. O. 04. 10 Taxes and taxation

Tasks with a choice of one or more possible answers

1. The vehicle owners' tax is a tax on:
 - A) indirect;
 - B) direct;
 - C) local;
 - D) universal.
2. Replenishment of the state treasury funds is carried out by implementing the function of taxes:
 - A) stimulating;
 - B) fiscal;
 - C) regulatory;
 - D) the control room.
3. Commercial organizations include the following organizations:
 - A) receiving profit, accumulating it and not distributing it among participants
 - B) receiving profit and distributing it among participants
 - C) not making a profit
4. You can classify taxes according to the following criteria:
 - A) The method of withdrawal; the object of taxation; the purpose of the tax; the subject of taxation; the level of the budget to which the tax is credited; the deadline for payment
 - B) Relation to the budget; hierarchical levels of approval; relation to the budget; subject of taxation; object of taxation; method of accounting
 - C) The method of collection; the body that sets the tax; the target orientation of the introduction; the subject-taxpayer; the level of the budget to which the tax is credited; the method of accounting; the deadline for payment

Tasks for establishing a sequence

1. Arrange the key stages of forming the tax policy of the Russian Federation in the correct sequence:
 - a) a significant reduction in the number of taxes and overall streamlining of the tax system,
 - b) the formation of a modern tax system and the need to ensure a constant flow of tax revenues to the budget system,
 - c) gradual abandonment of full unification of taxation in different sectors and segments of the economy and types of economic activity,
 - d) gradual expansion of tax incentives and the emergence of some new areas of tax incentives
2. Arrange the steps for calculating personal income tax in the correct order:
 - a) calculation of the advance payment,
 - b) determination of the amount of income,
 - c) determination of the tax base,
 - d) determination of tax deductions
3. Procedure for determining the taxable profit under income tax:

a) Profit (loss) according to tax accounting data, b) Profit (loss) from sales, c) The amount of loss received in the previous tax period, d) Revenue from the sale of goods (works, services)

4. In what order is an on-site tax audit performed:

a) drawing up a report on the results of the audit, b) developing an audit program, c) assigning an on-site audit, d) conducting an audit, e) including organizations and sole proprietors that will be checked in the plan, f) making a final decision

Compliance tasks

1. Distribute taxes by level:

1. federal taxes	A) corporate income tax
2. regional taxes	B) water tax
3. local taxes	C) transport tax
	D) land tax
	E) gambling tax

2. Compare the terms and their characteristics:

1. the object, action or other value or natural value to which the tax is directed	A) tax benefits
2. an organization or individual that is legally obligated to pay taxes and fees at its own expense	b) payment terms
3. a certain period of time during which the taxable entity pays off its tax obligations	with the tax recipient C) the taxable entity
4. advantages provided to certain categories of taxpayers in comparison with others, including non-payment or payment of taxes to the taxable entity in a smaller amount	D) the object of taxation

3. Compare the terms and their characteristics:

1. activities of the authorized bodies to monitor compliance with the legislation on taxes and fees	A) tax violation
2. the main form of tax control, which is a set of procedural actions of authorized bodies to monitor compliance with tax legislation, carried out by comparing the real state of the taxpayer's financial and economic activities with the reporting data	B) tax control
3. on culpably committed illegal (in violation of the legislation on taxes and fees) act (action or omission) of a taxpayer, payer of insurance premiums, tax agent and other persons	C) tax audit

4. Compare the terms and their characteristics:

1. mandatory, individually gratuitous payment collected from organizations and individuals in the form of alienation of funds belonging to them on the right of ownership, economic management or operational management, for the purpose of financial support of the activities of the state and municipalities	A) fee
2. mandatory contribution collected from organizations and individuals, the payment of which is one of the following: from the conditions for performing legally significant actions against payers of fees by state bodies, local self-government bodies, other authorized bodies and officials	B) insurance premiums

3. compulsory payments for compulsory pension insurance, compulsory social insurance in case of temporary disability and in connection with maternity, compulsory medical insurance, collected from organizations and individuals for the purpose of financial support for the implementation of the rights of insured persons to receive insurance coverage for the corresponding type of compulsory social insurance	C) tax
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Open-type tasks

1. The difference between the total amount of funds transferred and / or recognized as a single tax payment and the monetary expression of the aggregate liability is...
2. The totality of institutions and instruments used by the state to centralize part of the national income in budgets of all levels with their subsequent redistribution in the interests of the state is...
3. From the sum, by which the tax base is reduced, or the refund of part of the previously paid tax in cases established by law is...
4. The calendar year or other period of time for individual taxes, at the end of which the tax base is determined and the amount of tax payable is calculated, is...

OPK-2 is capable of collecting, processing and analyzing data necessary for solving management tasks, using modern tools and intelligent information and analytical systems

B1. 0. 04. 01 Mathematics

Tasks with a choice of one or more possible answers

1. Experience – two shots at the target. Events A_1 – two hits on the target, and A_2 – at least one miss. Events

- 1) form a complete event group
- 2) do not form a complete event group
- 3) are incompatible
- 4) are equally possible

2. To find from the probability density $f(x)$ the probability $P\{a < \xi < b\}$ of hitting a random variable ξ in a given interval $(a; b)$, the formula has the form

$$1) \int_a^b f(x) dx \quad 2) \int_a^b x f(x) dx \quad 3) \int_a^b x^2 f(x) dx \quad 4) \int_a^b f(x) dx - M(x)$$

3. Specify methods for solving systems of algebraic equations...

(select at least two responses)

- 1) Goursat method
- 2) vector method
- 3) Kramer's method
- 4) Kronecker-Capelli method
- 5) Gauss method
- 6) matrix method

4. What are some random events?

(select at least two responses)

- 1) simultaneous
- 2) large-scale
- 3) incompatible ones
- 4) reliable data
- 5) equally possible

5. What are the statistical hypotheses?

(select at least two responses)

- 1) zero
- 2) the first one
- 3) competing

- 4) complex
- 5) simple

6. The determinant of a matrix is...

(choose one of the answers)

- 1) first row of the matrix
- 2) normal vectors
- 3) highest rank of the matrix
- 4) largest minor of the matrix
- 5) number

7. The geometric meaning of a mixed product of vectors is...

(choose one of the answers)

- 1) vector
- 2) area of the triangle
- 3) area of the parallelepiped
- 4) area of the parallelogram

Tasks for establishing a sequence

1. What is the procedure for finding the inverse matrix for matrix A?

- 1) find the matrix of minors;
- 2) the determinant of the original matrix $|A|$ is calculated
- 3) this matrix is divided by $|A|$
- 4) find the transposed matrix from the matrix of algebraic complements
- 5) check $|A| \neq 0$? (we assume: $|A| \neq 0$)

2. In what sequence are the extrema of functions found?

1) the intervals of monotonicity of the function are determined; 2) the critical points are determined; 3) the derivative of the function is found; 4) the criterion for the existence of the derivative is applied.

3. Purchased two products made in different factories. At the first plant, the defect among the products that went on sale is 2%, and at the second-5%. Arrange the event probabilities: A ={both products are defective}, B ={at least one product is standard}, and C ={exactly one product is defective} in ascending order:

- 1) A ;
- 2) B ;
- 3) C ;

4. In what sequence is the function graph constructed?

1) the inflection points are found 2) the graph is examined for parity 3) $D(f)$ is found; 4) the extremum points are found 5) the asymptotes are found.

5. In what order is the interval variation series formed?

1) determine the length of each partial interval 2) find x_{max} и x_{min} 3) determine the number of intervals 4) calculate the span.

6. Discrete random variables Y and Z are defined by the following distribution laws:

Y	-1	0
P	0,3	0,7

Z	1	3	4
P	0,1	0,5	0,4

After finding a random variable $2Y + 3Z$, arrange the values of this random variable in ascending order of their probabilities:

1) 1; 2) 3; 3) 7; 4) 9; 5) 10; 6) 12;

Compliance tasks**1. Establish a correspondence between objects from probability theory and their values:**

Object	value
1) probability of a valid event	A. 0 to 1
2) probability of an impossible event	B. 0
3) probability of random event	B. 1

2. Establish a correspondence between the names of distributions of continuous random variables and the formulas of their probability densities

The distribution	Formula
5) is normal	A. $f(x) = \begin{cases} 0 & \text{при } x \leq 0, \\ C_0 \frac{x^{(k_1-2)/2}}{(k_2 + k_1 x)^{(k_1+k_2)/2}} & \text{при } x > 0, \end{cases}$
6) "chi square"	B. $f(x) = \frac{1}{\sigma \sqrt{2\pi}} e^{-(x-a)^2/2\sigma^2}.$

7) Student	V. $f(x) = \begin{cases} 0 & \text{при } x \leq 0, \\ \frac{e^{-x/2} x^{(k/2)-1}}{2^{k/2} \Gamma(k/2)} & \text{при } x > 0, \end{cases}$
8) Fischer-Snedekor	G. $f(x) = \frac{\Gamma\left(\frac{n+1}{2}\right) \left(1 + \frac{x^2}{n}\right)^{-\frac{n+1}{2}}}{\sqrt{n\pi} \Gamma\left(\frac{n}{2}\right)}$

3. Establish a correspondence between the concepts of mathematical statistics and their short semantic meanings

Concept	Definition
1) polygon	A. a collection of objects from which the selection
2) is made histogram	B. polyline
3) general population	of B. A collection of randomly selected objects
4) sample	G. step shape

4. Establish a correspondence between the qualities of statistical estimates and their meanings

Rating	Semantic load
1) biased	A. has the smallest possible variance for a given sample size
2) unbiased	B. when $n \rightarrow \infty$ tends in probability to the estimated parameter
3) effective	B. the mathematical expectation is equal to the estimated parameter
4) well	-behaved G. the expected value is not equal to the parameter being evaluated

5. Let us compare the corrected sample variance with the hypothetical general variance of the normal population, i.e. assume that $H_0: M(S^2) = \sigma_0^2$. Establish

a match between the type of competing hypothesis and the rule for testing the null hypothesis.

Competing hypothesis	Rule
1) $H_1: \sigma^2 > \sigma_0^2$	A. It is necessary to calculate the observed value $\chi_{\text{набл}}^2 = (n-1)S^2/\sigma_0^2$ and use the table of critical points χ^2 for a given significance level α and the number of degrees of freedom $k=n-1$ to find the left critical point $\chi_{\text{кр}}^2\left(1-\frac{\alpha}{2}; k\right)$ and the right critical point $\chi_{\text{кр}}^2\left(\frac{\alpha}{2}; k\right)$. If $\chi_{\text{лев.кр}}^2 < \chi_{\text{набл}}^2 < \chi_{\text{пр.кр}}^2$ – there is no reason to reject the null hypothesis.
2) $H_1: \sigma^2 \neq \sigma_0^2$	B. It is necessary to calculate the observed value $\chi_{\text{набл}}^2 = (n-1)S^2/\sigma_0^2$ and use the table of critical distribution points χ^2 for a given significance level α and the number of degrees of freedom $k=n-1$ to find the critical point $\chi_{\text{кр}}^2(1-\alpha; k)$. If $\chi_{\text{набл}}^2 > \chi_{\text{кр}}^2(1-\alpha; k)$ – there is no reason to reject the null hypothesis.
3) $H_1: \sigma^2 < \sigma_0^2$	B. It is necessary to calculate the observed value $\chi_{\text{набл}}^2 = (n-1)S^2/\sigma_0^2$ and use the table of critical distribution points χ^2 for a given significance level α and the number of degrees of freedom $k=n-1$ to find the left critical point $\chi_{\text{кр}}^2(\alpha; k)$. If $\chi_{\text{набл}}^2 < \chi_{\text{кр}}^2$ – there is no reason to reject the null hypothesis.

6. Establish a correspondence between functions and their antecedents

Function	Primitive Function F(x)
5) $Y=1/x$	A. 0
6) $Y=C$	B. $(2x^{\frac{2}{3}})/3$
7) $Y=1/\sin^2 x$	B. $\ln x +C$
8) $Y=\sqrt{x}$	G. $\text{ctg}+C$

7. Make a match between the type of straight line and its name

Type of direct	line Name of direct
1) $\frac{x}{a} + \frac{y}{b} = 1$	A. With the angular coefficient
6) $y - y_0 = k(x - x_0)$	B. In
7)	. With an angular coefficient passing through the point
8) $y = kx + b$	G. Normal equation

Open-type tasks

4. What is the group average?
5. What is called the confidence interval?
6. Which hypothesis is called statistical?
7. What is the basic principle of testing statistical hypotheses?
8. What is called the power of the criterion?
9. What is called the limit of a numeric sequence?
10. Three companies produce four types of products. You must: a) Find the output matrix for the quarter, if monthly output matrices are specified

$$A_1 = \begin{pmatrix} 2 & 3 & 1 & 2 \\ 4 & 2 & 2 & 1 \\ 5 & 4 & 4 & 2 \end{pmatrix}, \quad A_2 = \begin{pmatrix} 1 & 4 & 2 & 2 \\ 3 & 3 & 3 & 2 \\ 4 & 5 & 4 & 3 \end{pmatrix}, \quad A_3 = \begin{pmatrix} 2 & 5 & 3 & 1 \\ 3 & 4 & 3 & 1 \\ 4 & 4 & 4 & 4 \end{pmatrix}.$$

- b) find matrices in_1 and in_2 of output growth for each month and analyze the results.

OPK-2 is capable of collecting, processing and analyzing data necessary for solving management tasks, using modern tools and intelligent information and analytical systems

B1. O. 04. 05 Economic statistics

Tasks with a choice of one or more possible answers

1. A dimension is called::

5. formation of statistical aggregates characterized by generalized indicators
6. division of population units into groups based on significant varying characteristics
7. identification of quantitative and qualitative indicators that characterize the population
8. simple submission of the total population

2. The arithmetic mean is used for:

5. in cases where the calculation is based on grouped data
6. in cases where the calculation is based on non-grouped data, when there are no weights or they are very difficult to determine
7. when data is grouped but no weights are present
8. when the population is grouped and the specific weights are different

3. Dynamic series are:

1. series of time-varying values of a statistical indicator, arranged in chronological order
2. the process of economic development
3. the phenomenon depicted in the variation series
3. series in which the indicator levels are reflected at the moment of time.
4. statistical indicators presented in the form of interval series.

4. In the dynamics series, the formula is used to calculate the average growth rate:

1. geometric
2. arithmetic
3. square
4. harmonic

5. Methods for identifying the main trend of dynamics:

1. moving average, interval enlargement, linear relationship
2. enlargement of intervals, linear dependence, parabolic
3. moving average, interval enlargement, analytical alignment
4. straight-line analytical alignment

6. Indicator used to check the significance of the linear correlation coefficient:

1. Student's t-test
2. Fischer's f-test
3. average approximation error
4. Pearson-Chuprov mutual conjugacy coefficient

7. The tightness of the relationship between two alternative attributes can be measured by:

1. Fechner signs
2. Spearman rank correlations
3. concordance coefficient
4. social associations

Tasks for establishing a sequence

2. Specify the sequence of stages of the statistical study:

5. grouping of statistical data
6. calculation of primary absolute indicators
7. statistical observation
8. calculation of average level indicators

2. Specify the sequence of methodological questions for statistical observation

1. development of an observation program, which is a list of features to be registered during statistical observation
2. defining the purpose and objectives of statistical observation
3. establishing the object and unit of observation
4. determination of the observation time, including the selection of the season, the establishment of the observation period (period), and in some cases the so-called critical moment

3. Specify the sequence of organizational questions for statistical observation

1. recruitment, training and placement of personnel
2. identification of sources of providing financial, material and other types of resources
3. determination of the monitoring body responsible for preparing and conducting surveillance
4. selection of the place and time of observation; organizational form of observation, type of observation by coverage of units, sources of information, method of material control

4. Specify the sequence of the grouping process:

1. calculating the number of groups
2. selecting the dimension base
3. frequency allocation
4. calculation of the average value of the feature in each group
5. defining the interval width

5. Specify the sequence for determining the median:

1. plotting a series of accumulated frequencies
2. selection of the frequency corresponding to the cumulative
3. determining the ordinal number of the median
4. finding the cumulative value that is equal to or greater than the ordinal number of the median

6. Specify the sequence of the index method

1. calculation of the turnover index
2. calculation of individual price and physical volume indices
3. checking the relationship of composite indexes
4. calculation of the consolidated physical volume index
5. calculation of the consolidated turnover index
6. calculation of the consolidated price index

7. Specify the sequence of index calculation when analyzing the dynamics of the average price level

1. checking the relationship of indexes
2. calculation of the structural shift index
3. calculation of the variable composition price index
4. calculation of the permanent stock price index

Compliance tasks**5. Set a match**

1. Typological grouping	A establish the relationship between individual, selected features of the studied processes of phenomenon
2. Structural grouping	B divides the process of phenomena into certain types
3. Analytical grouping	C shows the ratio, specific weights of individual parts of the population as a whole

6. Set a match

1. Absolute values	A generalizing indicators that reflect the quantitative relationship between two interrelated absolute indicators
2. Relative values	B generalize indicators that reflect the quantitative relationship between two interrelated absolute indicators
3. Average values	C reflect the quantitative essence of phenomena, so they are numerical characteristics named in units of measurement that have a certain dimension. They are obtained by summing up the primary data

7. Set a match

1. Continuous observation	A. an observation that is repeated at regular intervals
2. Selective observation	of B. a survey that provides information about the quantitative characteristics of a phenomenon or process at the time of its investigation
3. One-time observation	of B. observation based on the principle of random selection of those units of the studied population that should be observed

4. Periodic monitoring	of g. observation in which information is collected about all units of the population under study
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8. Set a match

1. Total variance	A characterizes systematic variation, that is, differences in the size of the studied trait that arise under the influence of the trait-factor underlying grouping
2. Intragroup variance	B measures the variation of a trait over the entire population under the influence of all the factors that caused
it3. The inter-group variance	B reflects a random variation, i.e. it occurs under the influence of unrecorded factors and does not depend on the attribute-the factor underlying the grouping

5. Set a match

1. Weighted arithmetic	mean A $\bar{x} = \frac{\sum \omega_i}{\sum \frac{\omega_i}{x_i}}$
2. Harmonic mean	$\bar{x} = \frac{\sum xf}{\sum f}$ B
3. Simple arithmetic	mean B $\bar{x} = \frac{\sum x_i}{n}$

6. Set a match

1. The index of variable composition	A characterizes the influence of changes in the structure of the studied phenomenon on the dynamics of the average level of this phenomenon
2. The index of constant (fixed composition) composition	B expresses the ratio of the average levels of the studied phenomenon related to different time periods
3. The index of structural shifts	B is calculated by weights fixed at the level of one particular period, and shows only the change in the indexed value

7. Set a match

1. The method of enlarging intervals	A the calculation of average levels is carried out by sequentially shifting the reference point by a unit of time
2. Moving average method	B calculation of theoretical levels based on an adequate mathematical function that best reflects the main trend of a series of dynamics
3. Analytical alignment method	B consolidation of time periods to which the levels belong

Open-type tasks

1. The mass of individual elements, objects, and units that are united by a single quantitative basis, but differ in a number of features – this is _____.

2. HScientifically organized processing of statistical observation materials in order to obtain generalized characteristics of the phenomenon under study for a number of essential features is _____.
3. The value of the feature (variant) that is most frequently repeated in the population under study is _____.
4. Arelative value that shows how many times the level of the phenomenon under study in these conditions differs from the level of the same phenomenon in other conditions, or reflects a change in the value of one feature considered not in isolation, but in a system of other features – this is _____.
5. Chronologically arranged statistical quantities that reflect the development of the phenomena under study are _____.
6. A relationship in which only one value of the effective attribute corresponds to a certain value of the factor attribute is _____.
7. If the causal relationship manifests itself not in each individual case, but in the general average, with a large number of observations, then this is— _____.

OPK-2 is capable of collecting, processing and analyzing data necessary for solving management tasks, using modern tools and intelligent information and analytical systems

B1. O. 04. 07 Formation and accounting of economic indicators of the enterprise

Tasks with a choice of one or more possible answers

1. An information system that supports operational and managerial accounting at an enterprise and provides information for operational management decision-making is called

1. management system
2. control automation system
3. operational accounting system
4. corporate information system

2. The following objects of the 1C system can act as registrars::Enterprise":

1. Documents.
2. Documents and reference books.
3. Accounting registers;
4. Accounting registers and accumulation registers;
5. Documents, reference books, accounting registers and accumulation registers.

3. The reference book intended for accounting of personnel of the enterprise:

1. Nomenclature.
2. Employees.
3. Divisions of the organization.
4. Responsible persons.

4. A directory that stores information about individuals and legal entities (suppliers, buyers, etc.) that the organization deals with:

1. Nomenclature.
2. Reserves;
3. Counterparties.
4. Individuals.

5. Receipt of fixed assets at initial cost from suppliers is recorded in the following accounts:

1. Debit 01 "Fixed assets – - Credit 60 "Settlements with suppliers and contractors";
2. Debit 01 "Fixed assets – - Credit 08 " Investments in non-current assets";
3. Debit 01 "Fixed assets – - Credit 76 " Settlements with various debtors and creditors";
4. Debit 08 Investments in non-current assets "Credit 60" Settlements with suppliers and contractors"

6. The actual cost of inventory credited by the organization based on accepted payment documents of suppliers is recorded as:

1. Debit 10 "Materials" – Credit 60 "Settlements with suppliers and contractors";
2. Debit 15 "Purchase and procurement of materials" – Credit 10 "Materials";
3. Debit 10 "Materials – - Credit 76" Settlements with various debtors and creditors"

7. A loss received from the sale of property, plant and equipment is recorded as:

1. Debit 91 "Other income and expenses" – Credit 99 "Profit and loss";
2. Debit 90 "Sales" – Credit 99 "Profit and loss";
3. Debit 99 "Profit and loss" – Credit 91 "Other income and expenses";
4. Debit 99 "Profit and loss – - Credit 84" Retained earnings (uncovered loss)".

Tasks for establishing a sequence

1. Set the sequence of disclosures in the statement of changes in equity:

1. Authorized capital
2. Retained earnings (uncovered loss)
3. Additional paid-in capital
4. Reserve capital
5. Own shares repurchased from shareholders

2. Set the sequence of inventory steps before preparing the annual accounting financial statements:

1. Appointment of an inventory commission.

2. Determination of the terms of inventory and the volume of property and liabilities to be checked.
3. Transfer by financially responsible persons to the accounting department of all incoming and outgoing documents for property, entry and write-off of property by the accounting department according to the received documents. Submission of advance reports on expenses that were not previously reported by the accountable persons.
4. Registration of inventory results and reflection in accounting of data on deficiencies and surpluses identified during inventory.
5. Verification by members of the inventory commission of the actual availability of property, the reality of recorded financial obligations, entering all information in inventory inventories or inventory reports.

3. Establish the sequence of procedures that precede filling out accounting forms:

1. formation of the cost of finished and sold products.
2. closing cost accounting accounts
3. inventory
4. determination of the financial result
5. reformation of the balance sheet.

4. Set the sequence of stages of accounting processing and preparation of primary accounting documentation:

1. taxing documents
2. verification of the document in form, in substance
3. grouping and compiling summary documents
4. preparation of correspondence of invoices (accounting)
5. reflection in accounting registers
6. transfer to the archive.

5. Set the sequence of sections of the organization's accounting policy:

1. Organizational and documentary section.
2. Methodology of tax accounting.
3. Accounting methodology.

6. Set the sequence of account groups in the Accounting Chart of Accounts:

1. production inventory
2. finished products and goods
3. production costs
4. cash flows
5. capital
6. calculations
7. financial results
8. non-current assets

7. Set the sequence of operations that reflect the receipt of an item of property, plant and equipment:

1. Dt 19 Ct 60-incoming VAT allocated
2. Dt 01 Kt 08 — the cost of the object is formed in the accounting
3. Dt 08 Kt 60 (10, 70, 69) - expenses related to the purchase or creation of an object were taken into account

Compliance tasks

1. Establish a correspondence between business operations and account correspondence:

1. the lack of materials is reflected	in a) Dt 20 "Main production" Kt 94 "Shortages and losses from damage to valuables"
2. the shortfall was written off within the limits of the natural loss	rate b) Dt 10 "Materials" Kt 94 "Shortages and losses from damage to valuables"
3. the shortfall was written off to the person responsible	for) Dt 73.2 "Calculations for compensation of material damage" Kt 94 "Shortfalls and losses from damage to valuables"

2. Establish a correspondence between the types of labor costs for various groups of industrial enterprise employees and their accounting accounts:

1. production personnel	a) account 23 "Auxiliary production"
2. workers engaged in the repair of equipment	b) account 20 "Main production"
3. workers engaged in the development of new production	facilities c) account 97 "Deferred expenses"

3. Establish a correspondence between the purpose of the amounts of money transferred by the organization and the accounting entries:

1. Interest-free loan from another organization	a) Dt 58 "Financial investments" Kt 51 "Settlement accounts"
2. interest for the use of a previously received loan	b) Dt 76 "Settlements with various debtors and creditors" Kt 51 "Settlement accounts"
3. loan with the right to receive interest	in) Dt 66 "Settlements on short-term loans and borrowings" Kt 51 "Settlement accounts"

4. Establish a correspondence between business operations and account correspondence:

1. An advance payment has been made	a) Dt 60 "Settlements with suppliers"
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to suppliers	and contractors" Kt 51 "Settlement accounts"
2. an advance payment was received from customers	b) Dt 51 "Settlement accounts" Kt 62 "Settlements with buyers and customers"
3. the advance payment is credited at the final settlement	in) Dt 62 "Settlements with buyers and customers" Kt 62 "Settlements with buyers and customers"

5. Set a match:

1. Overhead costs	a) equipment maintenance and operation
costs 2. General production expenses	b) calculation expenses based on primary documents
3. Product costs	c) general production and general economic expenses

6. Set a match:

1. Costs associated with the organization, maintenance and management of production	a) direct
2. Expenses related to the manufacture of one particular type of product	b) invoices
3. Costs associated with the manufacture of several types of products or with different stages of processing of products	c) indirect

7. Set a match:

1. Losses from the manufacture of defective products are reflected in account	a) 20 "Main production"
2. Direct costs of the enterprise associated with the production of products are reflected in account	b) 25 "General production costs"
3. Information on maintenance and process management costs can be found on account	b) 28 "Manufacturing defects"

Open-type tasks

1. 60 pieces of product A and 80 pieces of product B. The standard metal consumption per unit of product A is 24 kg, and product B is 30 kg. The actual metal consumption according to the cutting map was 4000 kg.

Distribute metal between two types of products.

2. Fixed costs are equal to 30,000 rubles, the unit sales price is 60 rubles, and variable costs per unit of production are 30 rubles.

Determine the break-even point.

3. Based on the initial data, reflect the operations of receipt of fixed assets in the accounting.

Data for completing the task

JSC "Business" paid for new equipment in the amount of 156,000 rubles (including VAT). Payment was made from a bank account. Transportation costs paid from the cash register to the motor transport company are 6 000 rubles (including VAT).

Determine the initial cost of fixed assets put into operation.

4. The organization has purchased raw materials necessary for the production of products. The cost of raw materials according to the supplier's documents is 180,000 rubles (including VAT). The cost of delivery of raw materials according to the transport organization's documents is 19,200 rubles (including VAT). Raw materials are deposited in the warehouse. The supplier's and transport company's invoices have been paid.

In accordance with the company's accounting policy, the actual cost of materials is formed on account 10 "Materials".

5. The Organization has accrued and transferred the following taxes to the budget:

1) value added tax-accrued from the volume of sales of products – 30 000 thousand rubles, presented for deduction from the budget-5000 thousand rubles;

2) property tax – 3,000 thousand rubles.

3) income tax – 10 000 thousand rubles.

6. During the reporting period, the organization shipped products worth RUB 24,000 (including VAT). The cost of shipped products is 16,000 rubles. The cost of packaging products in the warehouse is 1,800 rubles. According to the terms of the contract, ownership of the shipped product passes to the buyer after its shipment.

Make accounting entries and determine the financial result.

7. The organization's performance in the reporting month is characterized by the following indicators:

- received sales revenue in the amount of RUB 180,000 (including VAT).
- the cost of products sold was written off (110,000 rubles).

Other income received:

- fines for violating business contracts – 20,000 rubles.

Other expenses incurred:

- for paying interest on a loan – 10,000 rubles.
- income tax accrued - ?

Make accounting entries. Identify the financial result of the organization's activities.

OPK-3 is able to develop sound organizational and managerial decisions based on their social significance, promote their implementation in a complex and dynamic environment, and assess their consequences.

B1. O. 01. 01 History of Russia

Tasks with a choice of one or more possible answers

1. During the reign of this monarch, the activity of the Zemstvo Councils ceased:

- 1) Mikhail Fedorovich
- 2) Alexey Mikhailovich
- 3) Pyotr Alekseyevich
- 4) Catherine II

2. What of the above concerns the prerequisites for palace coups in Russia?

- 1) termination of the activity of zemstvo councils
- 2) creation of punitive state bodies – fiscal authorities and prosecutor's offices
- 3) establishment of the Patriarchate in Russia
- 4) changing the traditional system of succession to the throne.

3. What of the above does not apply to the period of N. S. Khrushchev's leadership?

- a) development of virgin lands;
- (b) The Caribbean crisis;
- c) adoption of the Constitution of "developed socialism";
- d) launch of the world's first artificial Earth satellite.

Tasks for establishing a sequence

1. Establish the chronological sequence of the reign of the ancient Russian princes:

- 1) St. Vladimir
- 2) Vladimir Monomakh
- 3) Andrey Bogolyubsky
- 4) Yaroslav the Wise

2. Establish a chronological sequence of the reigns of Russian empresses:

- 1) Anna Ioanovna
- 2) Catherine II
- 3) Anna Leopoldovna
- 4) Elizaveta Petrovna

3. Arrange the events of the Second World War in chronological order:

- A) The Battle of Stalingrad
- B) The Battle of Moscow
- C) The Nuremberg Trials
- D) crossing of the Dnieper River by Soviet troops
- E) Battle of Kursk
- F) Crimean (Yalta) Conference of Allied Leaders

Compliance tasks

1. Establish a correspondence between events and participants in these events:

Event	Participant of the event
Time of Troubles (A)	Bagration (1)
Patriotic War of 1812 (B)	Mamai (2)
Battle of Kulikovo (C)	Ivan III(3)
Sudebnik (D)	False Dmitry I (4)

2. Establish a correspondence between events and participants in these events:

Event	Participant of the event
internecine war in Moscow of the XV century (A)	Dmitry Shemyaka (1)
Smolensk War (B)	P. S. Nakhimov (2)
Perestroika in the USSR (C)	M. B. Shein (3)
Crimean War (D)	E. K. Likhachev (4)

3. Establish a correspondence between events and periods. For each position of the first column, select the corresponding position of the second column and write down the selected numbers under the corresponding letters in the table.

Events	Period
1) "thaw" in spiritual, political and international life, the Caribbean crisis, events in the city of Novocherkassk	a) 1945-1953
2) acceleration of socio-economic development, withdrawal of Soviet troops from Afghanistan, explosion at the Chernobyl nuclear power plant	b) 1985-1990
3) introduction of troops of the ATS countries to	in 1991-1996.

Czechoslovakia, the beginning of the economic reform of A. N. Kosygin	
4) the struggle against cosmopolitanism, the transformation of the Council of People's Commissars into the Council of Ministers, the case of the "poison doctors"	d) 1953-1964.

Open-type tasks

1. Define:...- the period of five years for which central planning of the economy was carried out in the Soviet Union.

2. Define:... - the policy of creating state-owned large – scale agriculture in the USSR (in the late 1920s-early 1930s) instead of a mass of small individual farms.

3. Using your knowledge of Russian history, discover the meaning of the term "Kosygin reform". Please provide one historical fact that specifies this concept in relation to the history of Russia. This fact should not be included in your definition of the concept.

OPK-3. It is able to develop sound organizational and managerial decisions based on their social significance, promote their implementation in a complex and dynamic environment, and assess their consequences.

B1. O. 01. 04 Jurisprudence

Tasks with a choice of one or more possible answers

1. The civil procedure form is:

- a) the procedure for submitting an application to the court;
- b) the activities of the court and other persons involved in the case, aimed at the consideration and resolution of civil cases;
- c) a consistent procedure defined by the norms of civil procedure law, ordered by stages, for the consideration and resolution of a civil case, which includes a certain system of guarantees and is aimed at achieving the ultimate goal — the restoration of a violated or disputed right or the protection of a legitimate interest.

Tasks for establishing a sequence

1. Determine the legal force of regulatory legal acts. Arrange the regulatory legal acts in the correct order in ascending order of their legal force:

- 1) The Tax Code of the Russian Federation
- 2) The Constitution of the Russian Federation
- 3) Federal Law No. 188-FZ of 17.12.1998 "On Justices of the Peace in the Russian Federation"
- 4) "Civil Procedure Code of the Russian Federation" No. 138-FZ of 14.11.2002 (as amended on 25.12.2023, as amended). from 25.01.2024)

Compliance tasks

1. Establish a correspondence between the principles of administrative law and their content:

Principle	Content of the principle
legality (A)	recognition, observance and protection of human and civil rights and freedoms are the responsibility of the state (1)
priority of individual interests (B)	citizens of the Russian Federation have the right to apply personally, as well as to send individual and collective appeals to state bodies(2)
publicity (C)	subjects of legal relations are obliged to comply with the Constitution of the Russian Federation and laws of the Russian Federation (3)
ensuring the rights of citizens to participate in public administration (D)	laws are subject to official publication (4)

Open-type tasks

1. On one of the forms of review of court decisions that have not entered into legal force, which consists in the legal relations and activities of participants with the determining role of the court of appeal in determining the presence or absence of factual and legal grounds for revoking or changing a court decision of the first instance, this is -

OPK-3 is able to develop sound organizational and managerial decisions based on their social significance, promote their implementation in a complex and dynamic environment, and assess their consequences.

B1. O. 01. 05 Fundamentals of Russian statehood

Tasks with a choice of one or more possible answers

1. Unification, consolidation of individuals, groups, organizations to strengthen the struggle for common goals.

- A) modernization
- B) the congregation
- C) conservation
- D) consolidation

2. The Russian Federation consists of... subjects of the Russian Federation. Specify the quantity

- A) 85
- B) 83
- C) 89
- D) 87

3. Young people are:

- A) an active subject of transformation of society, a driver of development and leadership of the country
- B) a passive object of the political system
- C) a person who earns a living by selling their labor

4. The characteristics of any State include:

- A) independence in external and internal affairs
- B) public authority
- C) the single currency
- D) all answers are correct

5. When describing a person as a citizen, indicate their:

- A) rights and obligations
- B) profession
- C) partisanship

Tasks for establishing a sequence

1. Establish the sequence of stages of the legislative process in the Russian Federation

- A) Introduction of a draft law
- B) Consideration of the draft law (reading) and adoption of the law by the State Duma of the Russian Federation
- C) Consideration by the Federation Council of the Russian Federation
- D) Signing and promulgation of laws by the President of the Russian Federation

2. Arrange historical figures in chronological order

- A) Boris Yeltsin
- B) Vladimir Putin
- C) M. S. Gorbachev

3. Arrange events in Russia at the turn of the XX-XXI centuries in chronological order, setting their historical order:

- A) the political crisis of October 1993
- B) start of privatization
- D) creation of federal districts
- E) Election of Vladimir Putin as President of the Russian Federation

4. Arrange historical events in chronological order

- A) Introduction of the Unified State Exam
- B) beginning of price liberalization

C) Start of implementation of four priority national projects

5. Establish the sequence of significance of regulatory legal acts in the Russian Federation

A) The Constitution of the Russian Federation

B) Regional legal acts

C) Municipal legal acts

D) Order of the Rector of the University

Compliance tasks

1. Set a match:

1. Proportional electoral system in the Russian Federation	1. Introduction of new members or candidates to the elected body by its own decision without holding additional elections
2. Majority electoral system of the Russian Federation	2. An electoral system based on a combination of two systems of representation
3. Mixed electoral system of the Russian Federation	3. A system of elections to state and local government bodies (parliament, council, etc.), in which candidates who receive the majority of votes in their constituency are considered elected
4. Procedure for co-opting representatives	4. Method of determining the results of voting based on the principle of distribution of seats in proportion to the number of votes received by each party

2. Set a match:

1. The principle of universal voting in the Russian Federation	1. The principle of suffrage, according to which all citizens of the country, regardless of gender, race, nationality, language, origin, property and official status, place of residence, attitude to religion, beliefs, but who have reached the age of majority, have the right to elect state and local government bodies
2. The principle of equal voting in the Russian Federation	2. Every citizen has one vote or an equal number of votes with other citizens and has the right to exercise his right to vote on an equal basis with other citizens. At the same time, his / her vote (s) has the

	same weight as the votes of other voters.
3. The principle of secrecy of elections in the Russian Federation	3. Voting in elections and referendums, which excludes the possibility of any control over the expression of the will of a citizen
4. The principle of freedom of choice in the Russian Federation	4. A person, without any interference from other citizens or the authorities of the country, makes exactly his own, informed choice of what he needs

3. Set a match:

1. Articulation of the interests of Russian citizens	1. The function of the political system, which consists in identifying the requirements of individuals and social groups for the political system by interest groups, public organizations and political parties
2. Aggregation of interests of Russian citizens	2. The function of the political system of society, the essence of which is to integrate, systematize and coordinate all the variety of public requests and requirements imposed on its political players
3. Political compromise of Russian citizens	3. A method of resolving contradictions between subjects of political activity, the content of which is the process and result of reaching an agreement-contract on the basis of mutually acceptable concessions and acquisitions of the parties
4. Political consensus of Russian citizens	4. Agreement on the most important principles of political organization, distribution of values, power and rights in society

4. Compare the names of figures of the Time of Troubles with the events of this period:

1. False Dmitry I	1. The first militia
2. Mikhail Romanov	2. Zemsky Sobor of 1613
3. Kuzma Minin	3. the second militia
4. Prokopy Lyapunov	4. The Battle of Dobrynichy

5. Establish a correspondence between the political parties of the Russian Federation and their leaders

1. United Russia	1. G. Zyuganov
2. Just Russia	2. Dmitry Medvedev
3. KPRF	3. S. Mironov
4. LDPR	4. L. Slutsky
5. New people	5. A. Nechaev

Open-type tasks

1. The increase in the ozone layer, global warming, atmospheric pollution and the greenhouse effect, pollution of the world's oceans and the reduction in the diversity of biological species living on Earth are _____ the problem of humanity.
2. In order to ensure the interaction of the State with civil society, the following organizations were created:?
3. What is the meaning of the thesis that the Russian Federation is a secular state?
4. In the Russian Federation, the following division of State power is provided for:_____.
5. The spiritual and political phenomenon that unites the multinational Russian people around the idea of a common cause for the development of their country and common culture, the development of the historical territory of Russia and the protection of its traditional spiritual and moral values is - _____.

OPK-3 is able to develop sound organizational and managerial decisions based on their social significance, promote their implementation in a complex and dynamic environment, and assess their consequences.

B1. O. 01. 06 Ministry Training

Tasks with a choice of one or more possible answers

1. The three main types of data that spreadsheets work with are ...(One possible answer.)
 - a) a number, text, or formula;
 - b) a letter, number, or paragraph.
 - c) analysis, synthesis and dialectics;
 - d) symbol, operation, punctuation mark.
2. The main characteristic of the structure that allows you to distinguish it in the system is ... (One possible answer.)
 - a) variability;

- b) mandatory materiality;
- c) immutability;
- d) empirical confirmability.

Tasks for establishing a sequence

1. Specify the sequence of actions when creating a chart in MS Excel

- a) select the data needed to build the chart.
- b) enter the data.
- c) go to the Insert/ Charts tab/ select the desired chart type.
- d) make all necessary calculations.

2. Set the sequence of information revolutions:

- a) the invention of radio, telephone and television;
- b) the invention of printing;
- c) informatization of the company;
- d) invention of computer equipment.

Compliance tasks

1. Establish a correspondence between the theoretical principles of system theory and their characteristics:

1. Integrity	of A.	Determines the system's ability to self-develop and
change Organization itself	B.	Characterizes the ability of the
2.	Organization	system to maintain and maintain itself as integrity
3. Functionality	in.	Expresses the measure of order and correlation of parts both with each other and with the whole
4. Dynamism	Of The City	The ability of a system to have an internal quality certainty that is not limited to the quality of its parts

2. Establish a correspondence between the methods of scientific research and their characteristics:

1. Analysis	of	Selection and study of individual parts of
2. Synthesis	A.	the research object.
	of	Cognitive procedure, in which the transition
	B.	from particular provisions to general ones is carried out.
3. Deduction	of	The process of combining disparate

4. Induction
- V. elements into a single whole.
of Deducing a new position by using the laws
G. of logic.

Open-type tasks

1. Complete the sentence:

The complex of elements that interact is....

2. Complete the sentence:

The ability of artificial intelligent systems to perform creative functions that are traditionally considered the prerogative of a person is called ...

OPK-3

It is able to develop sound organizational and managerial decisions based on their social significance, promote their implementation in a complex and dynamic environment, and assess their consequences.

B1. O. 02. 01 Russian language and Speech culture

Tasks with a choice of one or more possible answers

1. Specify the name of the function of speech etiquette associated with the manifestation of the society's accepted treatment of each other by members of the human team, the specifics of communication in "You" and " you " (choose one answer option).

- 1) contact-setting function
- 2) target orientation function
- 3) regulating function
- 4) emotional-modal function

2. Specify the type of verbal aggression that consists of verbally insulting someone or something, insulting or humiliating someone (choose one answer option).

- 1) active direct speech aggression
- 2) passive direct speech aggression
- 3) active indirect speech aggression
- 4) passive indirect speech aggression

Tasks for establishing a sequence

1. Establish the correct sequence of stages in the rhetorical canon.

- 1) disposition
- 2) elokucia
- 3) memorio
- 4) excio
- 5) invention

2. Set the correct sequence of stages for preparing for a public speech.

- 1) drawing up a plan
- 2) collecting material
- 3) choosing a topic
- 4) writing a text

Compliance tasks

1. Establish a correspondence between the communicative situation and the language formula of dating.

1	Form of invitation to meet without an intermediary in an informal setting	a)	With whom do I have the honor?
2	Counter question to a request from a stranger in an official setting	b)	Excuse me, who am I talking to?
3	. The dating formula used when a person talks to you as an acquaintance, while you don't know	the m.)	Please love and favor!
4	The formula for dating without an intermediary with an equal or younger age, position	d)	What's your name?" "My last name is Lviv.
5	A friendly formula for getting acquainted with the help of an intermediary, used mainly in the speech of the middle and older generation	.)	Let's get acquainted!

2. Establish the correspondence between the label formulas for expressing disagreement and the specifics of their use.

1	I am not sure that this is so; I am afraid that you are wrong; This cannot be said with certainty	a)	disagreement with a touch of amplification
2	I will allow myself to disagree with you; Allow me to object to you; Allow me to express a different opinion	b)	emotional, colloquial disagreement
3	You are absolutely wrong; I am completely wrong I don't agree; I can't agree with you	in)	neutral, polite dissent

4	Can't be!; Nothing like that!; Just the opposite!	d)	neutral, calm disagreement
:	No; This is not so; Wrong	e)	polite, formal disagreement

Open-type tasks

1. Define speech etiquette.

2. Name the type of speech aggression that consists of refusing to talk to another person, answer their questions, etc.

OPK-3

It is able to develop sound organizational and managerial decisions based on their social significance, promote their implementation in a complex and dynamic environment, and assess their consequences.

B1. O. 02. 02 Business Foreign language

English language

Tasks with a choice of one or more possible answers

Choose one of the answer options

1. Where _____ you from? — I'm from Russia.

- a) do
- b) are
- c) is
- d) does

2. John _____ to work every day.

- a) go
- b) don't go
- c) doesn't go
- d) is going

Tasks for establishing a sequence

Put the words in the correct order to make a grammatically correct sentence.

1. usually / at 10 o'clock / out of the garage / in the morning / drives / his bike / Fred
2. a shower / after dinner / often / Lewis / takes

Compliance tasks

Match the numbers and letters to get the correct phrase:

1. a lot of
2. be good at

- a) driving
- b) family
- c) friends
- d) eyes

Open-type tasks

Correct the errors.

1. This is my book and that is your.
2. I cannot to speak French.

German language

Tasks with a choice of one or more possible answers

11. Insert the predicate in the sentence: "Nachdem man 1961 die Mauer in Berlin ..., lebten viele Familien auseinandergerissen "(one possible answer).
 - a) gebaut hat
 - b) gabaut ist
 - c) gebaut hatte
 - d) gebaut war
12. Complete the sentence " Warum schweigen Sie? ... etwas! ". Choose one answer option.
 - a) Sagt euch
 - b) Sagen Sie
 - c) Saget
 - d) Sagt

Tasks for establishing a sequence

11. Set the correct sequence.
 - a) heute
 - b) gestern
 - c) morgen
12. Set the sequence of replicas in the dialog.
 - a) Guten Abend!
 - b) Tschüss!
 - c) Gut. Entschuldige, ich eile.

- d) Guten Abend! Wie geht's?
- e) Ich muss auch los. Tschüss!

Compliance tasks

1. Establish a correspondence between the types of messages and their corresponding forms of appeal.

1) formeller Brief	a) Sehr geehrte Frau Graf
2) persönlicher Brief	b) Hallo, Monika
	c) Liebe Frau Müller
	d) Sehr geehrter Herr Dr. Becker
2. Complete your sentences with appropriate words.

1) Guten Tag, Damen und ... !	a) bin
2) Zuerst antworte ich auf Ihre	b) Herren
3) Ich ... damit nicht einverstanden.	c) Frage
4) Der Unterricht beginnt ... 08.00 Uhr.	d) um

Open-type tasks

1. Complete one of the 3 basic verb forms.
denken – dachte – ...
2. Ask a question about the selected group of words using a pronominal adverb.
Der Vater hat mit seinem Sohn **über das Studium** gesprochen.

Sehr ge___r Dr. Kromberg,

es freut mich, Ihnen berichten zu können, dass Ihre beiden Mitteil___en vom Org___skomitee angenommen worden und im Pro___m der Konferenz erschienen sind. Ich begrüße Ihren Wunsch, auf der Konferenz einen Vortrag im Rahmen der soge___ten Posterveranstaltungen darzubieten.

French language

Tasks with a choice of one or more possible answers

1. Name the longest river in France

- a) Hay
- b) The Loire
- c) Rona

2. Which city is called the "pink city"?

- a) Toulouse
- b) Marseille
- c) Bordeaux

Tasks for establishing a sequence

Set the sequence of words in the sentence

1. pour l'homme./ c'est tout/ a fait /La culture —/ ce qu'une nation
2. Les philosophes/ la pensée/ ont bâti/ français/ française.

Compliance tasks

Set a match

1. La Sorbonne	A. un des plus grand et le plus populaire musée d'art du monde
2. Le Sacré Cœur	B. La célèbre université française.
	C. c'est le berceau de Paris
	D. Un très beau bâtiment ancien avec les tombeaux des gens illustres.

Open-type tasks

1. What is the motto of France?
2. The colors of the French flag are...

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B1O0205 Fundamentals of defectology in social and professional spheres

Tasks with a choice of one or more possible answers

1. Among the qualities of a team leader, there are:

1. organizational skills
2. entrepreneurial spirit
3. initiative
4. good manners

2. The manager's motivation functions are performed for the following purposes:

1. ensuring the coordinated and well-coordinated work of the production and functional divisions of the institutions involved in the process of performing planned tasks
2. influencing the collective in the form of motivating motives for effective work, social impact, collective and individual incentive measures
3. impact on a team of people, through identification, generalization, accounting

Tasks for establishing a sequence

1. Specify the logic of conflict development in the team:

1. managing a conflict if it has already occurred
2. conflict prevention
3. conflict resolution

2. Specify the sequence of stages of conflict resolution in the organization's team:

1. to study the motives, goals, abilities, character traits, and professional competence of all participants in the conflict
2. determine the true cause of the conflict and minimize the number of participants as much as possible
3. identify the actual participants in the conflict situation;
4. identify and apply ways to resolve the conflict.

Compliance tasks**1. Establish a correspondence between the organization's management functions and their characteristics.**

1. Analysis	of A. the manager sets certain goals of activity both for all subordinates, for each one individually, and for his own goals
2. Goal setting	B. studying the state and trends of the pedagogical process development, in an objective assessment of its results
3. Organization	B. comparison of the results achieved with what was planned
4. Control	of The City making managerial decisions based on the correlation of the results of pedagogical analysis with the set goal is to determine the immediate and long-term development of the pedagogical system
5. Planning	D. preliminary recruitment of performers, selection of forms and methods of upcoming activities and their correlation with the actual conditions and capabilities of performers

2. Specify the appropriate team management styles and content.

1. authoritarian	A. allows the team to independently solve many emerging problems
2. democratic	B. subject-subject relations, joint solution of tasks are characteristic
3. liberal	V. it is characterized by the unity of command of the manager in solving both large and small tasks facing the

	team
--	------

OPK-3 is able to develop sound organizational and managerial decisions based on their social significance, promote their implementation in a complex and dynamic environment, and assess their consequences.

B1. O. 03. 01 Life safety

Tasks with a choice of one or more possible answers

1. What is the name of the earth's outer shell?

- but. the biosphere
- b. hydrosphere
- B. atmosphere
- G. lithosphere

2. Is the biosphere transformed by human economic activity?

- but. noosphere
- b. technosphere
- B. atmosphere
- G. hydrosphere

3. A low level of risk that does not affect the environmental or other indicators of the state, outgrowth, or enterprise is?

- a. individual risk
- b. social risk
- B. acceptable risk
- d. security

4. Signs of venous bleeding

- a. blood drains passively from the wound
- b. a roller is formed over the wound from the leaking blood
- b. very dark blood color
- d. scarlet blood flows out of the wound in a gushing stream

5. What are the signs of internal bleeding?

- a. skin color, blood pressure level, consciousness
- b. pulse, high fever, convulsions.
- b. sharp pain, swelling, loss of consciousness

Tasks for establishing a sequence

1. In case of contamination with radioactive substances, partial sanitary treatment is performed in the following order:
 - 1) wash your face, rinse your mouth and throat.
 - 2) wipe your shoes with a damp cloth.
 - 3) sweep, knock out, shake out clothes.
 - 4) wash the exposed areas of the neck and hands.
 - 5) wipe the face of the gas mask and then remove it.

2. Set the correct sequence: providing PMP in case of an open fracture in the area of chemical contamination:
 - 1) stopping arterial bleeding.
 - 2) evacuation of the victim.
 - 3) prevention of traumatic shock.
 - 4) carrying out immobilization by service or improvised means.
 - 5) applying a sterile dressing to the wound.
 - 6) putting a gas mask on the victim.

3. Set the sequence of actions when providing first aid to a person who has a pulse but is not breathing:
 - 1) check and clean the oral cavity from foreign bodies
 - 2) call an ambulance.
 - 3) start artificial lung ventilation using the mouth-to-mouth or mouth-to-nose method
 - 4) the victim is placed on his back.

4. Algorithm for providing first aid to a drowning person:
 - 1) put the victim on his side, bend his legs at the knees, put his hand under his head, so that when vomiting occurs, vomit does not get into the respiratory tract.
 - 2) the victim should be placed face down on the hip of the lifeguard's bent leg and rhythmically pressed on the back to remove water from the respiratory tract.
 - 3) if the victim does not have a pulse and breathing, put him on his back, lift his chin up and perform cardiopulmonary resuscitation and artificial respiration from mouth to mouth, holding his nose.
 - 4) pull the victim out of the water, if possible without going into the water yourself and using improvised means (stick, rope).
 - 5) call an ambulance or deliver the victim to a medical facility yourself, if during resuscitation measures it was possible to restore the pulse and breathing.

6) after removing the victim from the water, it is necessary to clean the mouth and nose from dirt and mud.

5. Determine the sequence of first aid in case of fainting:

- 1) spray your face with cold water;
- 2) give the legs an elevated position;
- 3) lay the victim on his back with his head slightly tilted back;
- 4) unbutton the collar and allow fresh air to escape.

Compliance tasks

1. Establish a correspondence between the types of events and the attribute by which they are classified

1. Evacuation	1. Organized withdrawal and removal of workers and employees of objects whose activities are transferred to a suburban area or stopped during an emergency, as well as the entire disabled population from large cities and other settlements located in areas of possible severe destruction and catastrophic flooding.
2. Distribution	2. It is usually caused by some kind of fleeting emergency, for example, a forest fire is approaching a locality, an accident at a health center, etc
3. Emergency evacuation	3. Organized transportation and removal on foot of workers and employees of enterprises and organizations that continue to work in emergency situations from cities and adjacent settlements located in areas of possible severe destruction, with their placement for living and recreation in the countryside.

2. Set the appropriate speed for the spread of hazards:

1. sudden	1. droughts
2. fast-spreading	2. explosions, earthquakes
3. moderate	3. fires, gas emissions
4. slow	4. high water

3. Map the PPE classes:

1. PPE of respiratory organs	1. anti-noise earphone, earbuds
2. PPE head	2. safety glasses
3. PPE for hearing organs	3. gas masks, respirators, masks
4. PPE eye	4. hard hats, helmets, caps

4. Establish a correspondence between the characteristics of injuries and the types of injuries:

1. Closed damage to tissues and organs without significant disruption of their structure	A. Stretching
2. An injury that occurs due to the impact on the ligamentous apparatus of the joint of a load exceeding the elasticity of the tissues	. Fracture
3. Complete and persistent displacement of the ends of the bones forming joint	B. Bruise
4. Complete or partial violation of bone integrity	. Dislocation

5. Establish a correspondence between household chemicals and chemical groups according to the degree of danger:

1. Synthetic cleaning agents	A. Toxic
2. Bleaching agents	B. Moderately dangerous
3. Insect control	products B. Safe locations
	Relatively safe

Open-type tasks

1. Labor protection is

2. A harmful production factor is

3. Unified State System of Emergency Prevention and Response –

4. Quarantine is

5. First aid is

OPK-3

It is able to develop sound organizational and managerial decisions based on their social significance, promote their implementation in a complex and dynamic environment, and assess their consequences.

B1. O. 03. 02 First aid

Tasks with a choice of one or more possible answers

1. Specify the procedure for reporting information about an accident to an ambulance dispatcher medical assistance.

Choose one answer

1. Address of the accident site. The nature of the incident. Time of the incident. Availability of victims.
2. The presence of victims. The nature of the incident. Time of the incident. Address of the accident site.
3. The nature of the incident. Time of the incident. Availability of victims. Address of the accident site.

2. What is the first aid for a conscious patient with spinal injuries?

Choose one answer:

1. Put a roll of clothing under the neck of the victim lying on his back and lift his legs
2. Do not move the victim lying down. You should put an improvised neck splint on his neck, without changing the position of the neck and body
3. Lay the victim on his side

3. What is first aid if there are signs of a second-degree thermal burn (redness and swelling of the skin, formation of fluid-filled blisters at the burn site, severe pain)?

Choose one answer:

1. Pour cold water over the burn surface, cover with a sterile cloth and wrap tightly
2. Open the blisters, clean the burn surface from the remnants of clothing, cover with a sterile cloth (do not bandage), if possible, apply cold, give the victim water to drink
3. Do not open the bubbles, do not remove the remnants of clothing from the burned surface, cover the wound with a sterile cloth (do not bandage), if possible, apply cold and give the victim water to drink

Tasks for establishing a sequence

1. Specify the sequence of actions when performing artificial respiration breaths to a victim who is not breathing independently

1. You need to take your normal breath
2. Restore the airway patency of the victim
3. Exhale evenly into the victim's airway for 1 second
4. Tightly wrap your lips around the victim's mouth, pinch his nose

5. Allow the affected person to perform a passive exhalation (while continuing to maintain airway patency)
 6. Repeat the described manipulations
- 2. When performing work without protective glasses, the employee was injured in the right eye. The victim is conscious, metal shavings protrude from the right eyeball, the sclera is bright red with traces of hemorrhage, lacrimation, covers the eye with his hand. Specify the first aid sequence**
1. Cover both eyes with sterile wipes, using bandages around the right eye's periorbital area
 2. Hand it over to medical professionals, preventing the victim from moving independently
 3. Call an ambulance
 4. Place the injured person on a chair or place them in a supine position
 5. Fix the napkins with a non-woven binocular or kerchief bandage
- 3. Specify the sequence of changes in the state of victims in an emergency**
1. Behavior is subordinated to the preservation of one's own life, the development of panic reactions is possible, moral norms do not work, consciousness is narrowed down to "point", there is no critical understanding of the situation.
 2. Increased activity aimed at rescuing and helping other victims, increased speed of thought processes, possibly showing reckless courage, consciousness is preserved, but critical perception is reduced
 3. Overestimation of their own losses, significantly reduced mood, fatigue, apathy

Compliance tasks

- 1. Establish a correspondence between the erroneous first aid action and the consequences of the error**

1. Do not move an injured employee because...	A) May cause adverse reactions, allergies, aggravation of the initial condition
2. Do not throw your head back when bleeding from the nose, because ...	B) When moving, broken bones can move, touch important blood vessels or break through organs
3. You can not give painkillers to the victim, because...) An object in the wound can clamp or block blood vessels, restraining bleeding
4. Do not remove a foreign object from the wound, because ...	D) An incorrectly applied tourniquet can lead to tissue necrosis and loss of a limb-

	E) With heavy blood loss, a person may choke or vomit due to stomach overflow
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6. Establish a correspondence between the type of stress response and its signs

1. Aggressive reaction -	A) There is a feeling of depression, the person is ready to burst
into tears 2. Crying	B) Indifference to what is happening, overwhelming fatigue
3. Fear	C) Irritation, discontent, anger (for any, even minor reason)
	D) Strong heartbeat, rapid shallow breathing

3. Establish compliance with measures for first aid to the victim in the activities of health and social services

1. Measures to restore the patency of the respiratory tract -	A) Giving a stable lateral position
2. Determination of the victim's consciousness	B) Pressure on the victim's sternum
3. Measures for cardiopulmonary resuscitation	C) Throwing back the head with a chin lift
	D) Lightly shaking the victim's shoulders

Open-type tasks

1. Please indicate who has the right to provide first aid in the Russian Federation
2. What dangers threaten the life of the victim in the absence of consciousness
3. A detailed examination of the fallen cyclist revealed a foreign object (branch) in the forearm. Your actions

OPK-3 is able to organize joint and individual educational activities of students, including: with special educational needs, in accordance with the requirements of federal state educational standards

B1. 0. 03. 03 Physical culture and sports

Tasks with a choice of one or more possible answers

1. The main medical group for physical education (group I) includes:
 - A. Those who are engaged in sports without any health or physical development problems;
 - B. With functional disorders that did not lead to lagging behind their peers in physical development and physical fitness.
 - Q. Both options are correct

2. The preparatory medical group for physical culture classes (Group II) includes:
 - A. Students who have morphofunctional disorders or are physically poorly prepared;
 - B. Students who are at risk for the occurrence of diseases (pathological conditions;
 - B. Patients with chronic diseases (conditions) in the stage of persistent clinical and laboratory remission, lasting at least 3-5 years;
 - D. All options are correct.

3. Special medical subgroup " A "(Group III) includes:
 - A. Those who are engaged in permanent or temporary health disorders (chronic diseases (conditions), congenital malformations, deformities without progression, in the stage of compensation);
 - B. Those who are engaged in physical development disorders that require restriction of physical activity.
 - Q. Both options are correct.

4. The general principles of education and upbringing in physical education (acceptable to all pedagogical disciplines) do not include the following particular principles:
 - A. The principle of consciousness and activity;
 - B. The principle of continuity;
 - B. The principle of visibility;
 - D. The principle of accessibility and individualization.

5. What quality is not classified as physical quality:
 - A. Force;
 - B. Quickness.
 - B. Will;
 - D. Endurance;
 - D. The desire to win;
 - E. Flexibility.
 - Zh. Coordination abilities.

Tasks for establishing a sequence

1. Establish a sequence in conducting exercises in the industrial gymnastics complex for office workers
 - A) Exercises for the neck muscles;
 - B) Exercise for the hands;
 - C) Stretching exercise;
 - D) Exercise for the torso muscles;
 - E) Exercise for the muscles of the legs;

2. Establish a sequence in conducting exercises in the complex of physical culture minutes for middle-level students
 - A) Exercise body tilt to the side (left, right);
 - B) The squat exercise;
 - C) Exercise jerks with hands with a turn of the trunk;
 - D) Exercise circular rotation of the hands back and forth.

3. Set the sequence in the method of teaching motor action
 - A) Training;
 - B) Improvement;
 - C) Pinning.

4. Establish a sequence in organizing the process of students ' training sessions (including independent ones) during the academic year.
 - A) Transitional;
 - B) Preparatory;
 - C) Competitive.

5. Establish a sequence in the process of learning motor action
 - A) Familiarization, initial learning of the movement;
 - B) Formation of motor skills, achievement of motor skills;
 - C) In-depth detailed learning, formation of motor skills.

Compliance tasks

1. Establish compliance in small forms of physical education classes.

Forms	of activity
1) Hygienic gymnastics 2) Industrial gymnastics	A) Introductory gymnastics; B) Morning hygienic gymnastics;

	C) Physical culture minute; D) Afternoon exercises of hygienic gymnastics; E) Physical culture break.
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2. Establish compliance in the application of methods for developing speed abilities

Methods	contents
1) Repeated method 2) A Temporary method 3) Competitive method	A) When distances are run with varying speed and acceleration; B) Repeated exercises with near-limit and maximum speed. Rest continues until recovery. The exercises are repeated until the speed begins to decrease; C) Involves performing speed exercises in a competitive environment.

3. Compare the classification of services in the physical culture and sports industry with its criteria:

classification of services	criteria
----------------------------	----------

<p>1) Conducting physical culture and sports classes</p> <p>2) Conducting sports and entertainment events</p> <p>3) Organizing and conducting the training process</p> <p>4) Providing physical culture and recreation facilities to the population</p>	<p>A) sports and recreation events of tournaments, cross-country races, marathons, sports games tournaments; sports holidays; sports and entertainment evenings and concerts;</p> <p>B) training of service consumers in rational techniques of motor actions, formation of skills, abilities and related knowledge in the chosen sports discipline</p> <p>C) use of physical culture and sports facilities equipped for conducting appropriate classes (physical culture and health exercises, sports training) for the chosen type of services and competitions; use of facilities for conducting sports events, sports events, sports events, etc. D) classes in groups of physical fitness and health-improving physical culture; development of individual (group) recommendations on the training regime; organization of competitions in study groups, teams, schools and clubs at the place of residence; rehabilitation activities and methodological consultations</p>
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4. Match the form of flexibility

ness

forms	of activity
<p>1) Active flexibility</p> <p>2) Passive flexibility</p>	<p>A) The ability to perform the same movements under the influence of external stretching forces (for example, external weights, special devices or partner's efforts);</p>

	B) Movement with a large amplitude is performed due to the own efforts of the corresponding muscles
--	---

5. Establish a correspondence between the power zones of work during aerobic exercises and the heart rate (HR).

Power zones	Heart rate power zones
1) Maintaining the level of aerobic capacity (maintaining health)	A) 120-140 beats / min.;
2) Increase the level of aerobic capacity (health promotion)	B) 140-165 beats / min.;
3) Maximum increase in aerobic capacity	C) 120-140 beats/min.

Open-type tasks

1. - a medical symbol that used for health analysis.
- 2.....the process of changing the forms and functions of the body under the influence of living conditions in society.
- 3.....scientific and practical, medical and pedagogical discipline that studies the theoretical foundations and methods of using physical culture tools for the treatment and rehabilitation of patients and disabled people, as well as for the prevention of various diseases.
4. - this is a historically determined type of social practice of physical education, including ideological, theoretical and

methodological, program-normative and organizational foundations that ensure the physical improvement of people and the formation of a healthy lifestyle.

5. Hypokinesia - a special condition of the body caused by
physical activity.

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B1. 0. 03. 04 Elective subjects in physical culture and sports

Tasks with a choice of one or more possible answers (one correct option)

1. By the Unified State Management Body of the Physical Property industry culture and sports":

- A. Ministry of Science and Higher Education
- B. Federal Agency for Physical Culture and Sports
- B. Ministry of Health
- G. Ministry of Sports

2. To international regulatory legal acts in the field of physical culture culture and sports include:

- A. The Olympic Charter
- B. United States Sports Charter
- B. European Sports Charter

3. What types of exercises are not included in the group of athletics exercises:

- A) Walking;
- B) Running;
- C) Jumping;
- D) Target shooting;
- E) Throwing;
- F) All-around events.

4. What factors determine the accuracy of the basket throw in basketball

- A) Rational technique;
- B) Fine differentiation of muscle effort: correct alternation of tension and relaxation of the muscles;
- C) Clear coordination of movements of the arms, torso and legs, strength and mobility of the hands;

- D) Stability of movements and controllability of them, depending on the conditions of performance;
- E) Psychological stability, self-confidence;
- F) All options are correct.

5. How to classify whether a basketball ball hits any part of the referee's body
- A) The ball goes over the sideline.
 - B) The ball goes over the front line.
 - C) A disputed ball.
 - D) As the ball hits the floor in the place where the referee is standing.

Tasks for establishing a sequence

1. Standard training in "Shaping" should consist of the following consecutive stages:
 - A. The main part;
 - B. Hitch;
 - B. Warm-up;
 - D. Stretching.

2. Specify the correct sequence of exercises in the Callanetics complex:
 - A. Exercise for the back muscles and balance;
 - B. Stretching the leg muscles (with a chair);
 - B. Exercise on the front surface of the thigh and buttocks.

3. Establish the correct sequence of stages in the motor action training process.
 - A. In-depth detailed learning, formation of motor skills;
 - B. Formation of motor skills, achievement of motor skills skills;
 - B. Introduction, initial learning of the movement.

4. At the stage of initial learning, the purpose of which is to teach motor action, to form the ability to perform it at least in a "rough" form. Establish a sequence in the formulation of particular problems at the stage of initial learning
 - A) Teach parts of the action technique that were not mastered earlier;
 - B) Create a general idea of the motor action and the attitude to mastering it;
 - C) Prevent or eliminate unnecessary movements and gross distortions of the technique of action;
 - D) Form a general rhythm of the motor act.

5. Arrange in ascending order the number of players in teams by sport that play in the main squads.

- A. Football;
- B. Handball;
- B. Volleyball;
- G. Basketball.

Compliance tasks

1. When engaging in regular physical exercises, it is necessary to carry out self-monitoring - this is regular monitoring of your health, physical development and physical fitness and their changes under the influence of regular physical exercises and sports, establish a correspondence between objective and subjective indicators of self-control

self-monitoring indicator	Means of self
-monitoring 1) Objective 2) Subjective	A) Redness of the skin; B) Heart rate (HR); C) Deep sleep; D) Vital capacity of the lungs (VEL); E) Body weight; F) Lower back pain; G) Sports results (in meters, seconds,seconds). minutes, number of times) H) Deep sleep.

2.
Rel

ate the functions of physical culture and sports to its specific activities

functions of physical culture and sports	activities
1) Health -improving 2) Social 3) Educational 4)Industrial and investment 5) Recreational	A) Socialization of the individual, unification of society, fight against drug addiction and crime; B) Increasing the life span of a person, the period of working capacity, reducing the cost of medical services, etc.; C) Character education, forming relationships with others and

	the outside world; D) Restoring the physical and moral abilities of a person .) Improving the human resources of the state, increasing the efficiency and efficiency of work
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3. Establish a correspondence from an economic point of view with what qualitative levels of physical culture and sports are distinguished.

Levels	
1) Macro -level 2) Micro	-level A) Physical culture of society implemented in educational, scientific and informational, managerial and other systems and industries; B) Systems of amateur and professional sports, mass sports and therapeutic physical exercises.

4. The means of training strength are exercises with increased resistance-strength exercises, set the ratio of strength exercises with the manifestation of the impact on the student

means of training strength	strength exercises
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1) Exercises with external resistance	A) Squats with a pancake 5 kg;
2) Exercises burdened with the weight of your own body	B) Spreading your arms to the side with an expander;
	C) Explosive jumps out of the stop position on your knees;
	D) Squats with a partner on your shoulders;
	E) Abs exercise with a press on your back. by raising your hands and feet.
	F) Knee-raising squats

5. To promote flexibility, use exercises with an increased range of motion, which are divided into two groups

groups	of exercises
1) Active	A) I. P. (starting position) - standing, feet shoulder-width apart, one arm up, hands clenched into a fist: alternate flexion-extension of straight arms in the shoulder joints
2) Passive	B) I. P.-lying on your back, hands along the trunk palms up, fingers slightly bent legs slightly apart and unfolded, eyes closed: relax completely;
	C) I. P.-wide stance, legs straight, hands behind the head: body tilts to the right and left 12-16 times in each direction;
	D) I. P. - stand on the shoulder blades slowly lower the straight legs behind the head, touching the floor

	<p>with your toes; hold the pose for 10 seconds to 5 minutes and slowly lower yourself on your back;</p> <p>E) I. P.-standing in a forward tilt, hands to the sides: turning the body to the right and left, touching the toes of the feet with your fingers. 8-10 times in each direction;</p> <p>F) I. P. - standing, legs crossed: springy body tilts forward. After every 3 inclines, straighten up and change the position of your legs at the count of 4</p>
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Open-type tasks

- 1..... - it is a part of the general culture of the individual and society, which is a set of material and spiritual values created and used for the physical improvement of people
2. it is a specific type of physical or intellectual activity performed for the purpose of competition, as well as purposeful preparation for them by warming up, training.
- 3..... - this is the pedagogical process of forming the need for physical exercises in the interests of comprehensive personal development, forming a positive attitude to physical culture, developing value orientations, beliefs, tastes, habits, inclinations.
- 4 - the ability to realize large force pulses during the required load period with a slight difference between the maximum possible and realized force pulse.
5. The main form of medical supervision -

OPK-3. It is able to develop sound organizational and managerial decisions based on their social significance, promote their implementation in a complex and dynamic environment, and assess their consequences.

B1. O. 04. 04. Management

Tasks with a choice of one or more possible answers

1. What principle of management assumes that all management steps are carried out in a strictly defined order, both in time and in space:

1. focus,
2. sequence,
3. continuity,
4. versatility.

2. What management methods are used to create the necessary conditions for the organization's functioning:

1. administrative divisions,
2. economic,
3. socio-psychological,
4. organizational issues.

Tasks for establishing a sequence

1. Establish the correct sequence of procedures to be performed during the recruitment process:

1. Staff selection.
2. Search for applicants for vacant positions.
3. Determining the need for additional hiring or firing.
4. Determining the need for personnel.
5. Development of selection criteria.
6. Conclusion of an employment contract.

2. Arrange the firm's goals in the correct order according to their hierarchy, starting with the highest one:

1. The mission.
2. Strategic goals.
3. Operational goals.
4. Tactical goals.

Compliance tasks

1. Select the characteristics that apply to each type of risk.

1. Production risk	of A. is associated with the possibility of losses in the implementation of an investment object due to
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	changes in the assessment of its quality, for-example, a product, real estate (land, building),- security, precious metals, etc
. 2. Liquidity risk	of B. Means the risk of losses or lost profits due to incorrect choicemarket
3. Selective risk	B. The probability of losses or additional costs associated with failures or interruptions of- production processes, disruption of the technology of operations, poor quality of raw materials or personnel, etc.

2. Establish a correspondence between the company's product strategies and practical decisions on changing the product range:

1. Horizontal market-faithful diversification	A. In addition to tables, the company is starting to produce chairs.
2. Horizontal market-incorrect diversification	of B. From the remnants of raw materials from the production of tables, the company begins to make children's wooden toys.
3. Vertical diversification	. In addition to wood tables, the company is starting to produce metal tables.

Open-type tasks

1. Define a just-in-time planning and management system.

OPK-3 is able to develop sound organizational and managerial decisions based on their social significance, promote their implementation in a complex and dynamic environment, and assess their consequences

B1. O. 04. 09 Financial resource management

Tasks with a choice of one or more possible answers

1. The result of strategic planning, as a result of which priorities have already been identified and a general strategic plan for program activities has been formed:

- a) financial plan
- b) definition of the overall strategy of the enterprise
- c) analysis of the company's external environment

2. A set of normative calculations that determine the estimated cost of expansion and reconstruction of an enterprise, building, or structure:

- a) strategic plan

- b) production cost estimate
- c) construction cost estimate

3. Industry factors include:

- a) features of accounting
- b) features of financial accounting
- c) scope of activity

Tasks for establishing a sequence

1. Determine the order of financial planning stages:

- a) Assessment of current finances
- b) Setting financial goals
- c) Budget development
- d) Analysis of results

2. Set the sequence of actions when analyzing financial statements:

- a) Data collection
- b) Interpretation of results
- c) Preparation of reports
- d) Comparative analysis

3. Determine the procedure for managing cash flows:

- a) Revenue and expense forecasting
- b) Analysis of current cash flows
- c) Cost optimization
- d) Implementation of the management plan

Compliance tasks

1. Establish a correspondence between the term and its definition:

1. Assets	1. Financial obligations of the company to creditors
2. Liabilities	2. Funds that the company uses to conduct its business
3. Capital	3. Part of the profit distributed among the company's shareholders
4. Dividend	4. The company's own funds that remain after deducting liabilities from assets

2. Establish a correspondence between the term and its definition:

1. Budgeting	1. The process of planning and controlling the company's income and expenses
2. Financial analysis	2. Obligations of the company to suppliers and other creditors
3. Accounts payable	3. Non-refundable funds invested by shareholders in the company

4. Equity	4. Assessment of the company's financial condition based on its financial statements
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3. Establish a correspondence between the term and its definition:

1. Capital expenditures	1. Expenses related to the acquisition or improvement of non-current assets, such as buildings and equipment.
2. Operating expenses	2. Current expenses related to the company's day-to-day operations, such as salaries and rent.
3. Financing	3. The process of raising funds to run a business through loans or investments.
4. Long-term liabilities	4. Obligations of the company that must be repaid within more than one year.

Open-type tasks

1. _____ It is calculated as a weighted average of the cost of equity and debt capital (WACC), taking into account the shares of each source of capital in the financing structure.
2. _____ - cash flows to and from the company over a certain period of time. It is important for assessing the company's liquidity, ability to meet its obligations and invest in development. Positive cash flow allows the company to grow, while negative cash flow can lead to financial problems.
3. Sales on credit in the company amount to 500 thousand rubles. The money receipt period is 90 days.
You need to determine the average investment of this company in accounts receivable.

OPK-3 is able to develop sound organizational and managerial decisions based on their social significance, promote their implementation in a complex and dynamic environment, and assess their consequences.

B1. O. 04. 10 Taxes and taxation

Tasks with a choice of one or more possible answers

1. Commercial organizations include the following organizations:
 - A) receiving profit, accumulating it and not distributing it among participants
 - B) receiving profit and distributing it among participants
 - C) not making a profit
2. You can classify taxes according to the following criteria:
 - A) The method of withdrawal; the object of taxation; the purpose of the tax; the subject of taxation; the level of the budget to which the tax is credited; the deadline for payment
 - B) Relation to the budget; hierarchical levels of approval; relation to the budget; subject of taxation; object of taxation; method of accounting

- C) The method of collection; the body that sets the tax; the target orientation of the introduction; the subject-taxpayer; the level of the budget to which the tax is credited; the method of accounting; the deadline for payment
3. The economic content of a tax is expressed by the relationship between:
- A) Business entities in connection with the redistribution of surplus income
 - B) Citizens, business entities and the state in connection with the formation of state revenues
 - C) Citizens and the state through mechanisms of income and expenditure redistribution
4. What is the first part of the Tax Code of the Russian Federation devoted to?
- A) Description and regulation of the principles of calculation and payment of each type of taxes and fees
 - B) Special tax regime
 - C) General principles of taxation and payment of taxes in the Russian Federation

Tasks for establishing a sequence

1. Arrange the key stages of forming the tax policy of the Russian Federation in the correct sequence:
- a) a significant reduction in the number of taxes and overall streamlining of the tax system, b) the formation of a modern tax system and the need to ensure a constant flow of tax revenues to the budget system, c) gradual abandonment of full unification of taxation in different sectors and segments of the economy and types of economic activity, gradual expansion of tax incentives and the emergence of some new areas of tax incentives
2. Arrange the steps for calculating personal income tax in the correct order:
- a) calculation of the advance payment, b) determination of the amount of income, c) determination of the tax base, d) determination of tax deductions
3. Procedure for determining the taxable profit under income tax:
- a) Profit (loss) according to tax accounting data, b) Profit (loss) from sales, c) The amount of loss received in the previous tax period, d) Revenue from the sale of goods (works, services)
4. In what order is an on-site tax audit performed:
- a) drawing up a report on the results of the audit, b) developing an audit program, c) assigning an on-site audit, d) conducting an audit, e) including organizations and sole proprietors that will be checked in the plan, f) making a final decision

Compliance tasks

1. Distribute taxes by level:

1. federal taxes	A) corporate income tax
2. regional taxes	B) water tax
3. local taxes	C) transport tax
	D) land tax
	E) gambling tax

2. Compare the terms and their characteristics:

1. the object, action or other value or natural value to which the tax is directed	A) tax benefits
2. an organization or individual that is legally obligated to pay taxes and fees at its own expense	b) payment terms
3. a certain period of time during which the taxable entity pays off its tax obligations	with the tax recipient C) the taxable entity
4. advantages provided to certain categories of taxpayers in comparison with others, including non-payment or payment of taxes to the taxable entity in a smaller amount	D) the object of taxation

3. Compare the terms and their characteristics:

1. activities of the authorized bodies to monitor compliance with the legislation on taxes and fees	A) tax violation
2. the main form of tax control, which is a set of procedural actions of authorized bodies to monitor compliance with tax legislation, carried out by comparing the real state of the taxpayer's financial and economic activities with the reporting data	B) tax control
3. on culpably committed illegal (in violation of the legislation on taxes and fees) act (action or omission) of a taxpayer, payer of insurance premiums, tax agent and other persons	C) tax audit

4. Compare the terms and their characteristics:

1. mandatory, individually gratuitous payment collected from organizations and individuals in the form of alienation of funds belonging to them by right of ownership, economic management or operational management, for the purpose of financial support for the activities of the state and municipalities	A) fee
2. mandatory contribution collected from organizations and individuals, the payment of which is mandatory for the purpose of providing financial support for the activities of one of the conditions for performing legally significant actions against payers of fees by state bodies, local self-government bodies, other authorized bodies and officials	B) insurance premiums
3. compulsory payments for compulsory pension insurance, compulsory social insurance in case of temporary disability and in connection with maternity, compulsory medical insurance, collected from organizations and individuals for the purpose of financial support for the implementation of the rights of insured persons to receive insurance coverage for the corresponding type of compulsory social insurance	C) tax

Open-type tasks

1. What are the special VAT rates?
2. The difference between the total amount of funds transferred and / or recognized as a single tax payment and the monetary expression of the aggregate liability is...
3. The totality of institutions and tools used by the state to centralize part of the national income in budgets of all levels with their subsequent redistribution in the interests of the state is...

4. From the ummah, by which the tax base is reduced, or the refund of part of the previously paid tax in cases established by law is...

OPK-4 is able to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity and organizations

B1. O. 02. 04 Project activity

Tasks with a choice of one or more possible answers

1. The business plan has the following two directions:

1. internal and external
2. long-term and short-term
3. strategic and tactical.
4. technical and economic aspects

2. What is the main purpose of developing an investment project?

1. choosing the best option for technical re-equipment of the enterprise
2. justification of the technical feasibility and expediency of creating an object of entrepreneurial activity
3. making a profit when investing capital in an object of entrepreneurial activity
4. conducting financial rehabilitation

3. For an entrepreneur who knows that they are operating in a stable and saturated market, the best solution is to focus their marketing efforts on:

1. selective (specific) demand
2. total needs (total demand)
3. primary demand
4. potential demand

4. A sufficient business plan contains:

1. all answers are correct
2. all sections of the business plan for the proposed option and does not necessarily include detailed calculations for alternative options

3. all calculations, references, certificates and other materials
4. brief conclusions on each section without justification and calculations

5. Market capacity is:

1. all answers are correct
2. volume of goods (services) sold on the market during a certain period of time
3. the territory where the company's goods (services) are sold
4. specific weight of the company's products in the total volume of sales of goods (services) in this market

6. If the firm risks that in the worst case, all costs will be covered, and in the best case, it will make a profit much less than the estimated level – this area of risk is called as:

1. critical
2. minimum
3. invalid content
4. advanced level

7. Withdrawal of existing products from the production program of the enterprise; termination of production of goods; withdrawal of goods from the market as lost competitiveness in the market and demand-this is...

1. product image variation
2. product variation
3. product competitiveness
4. elimination

Tasks for establishing a sequence

1. Arrange the planning stages in the enterprise in the correct sequence:

1. Defining goals and objectives; evaluating resources; defining time frames and evaluation methods; forming a team; and managing risks
2. Resource assessment; defining goals and objectives; prioritizing goals and objectives; forming a team; defining time frames and evaluation methods; creating competitive advantages; managing risks and developing an alternative action plan

3. Resource assessment; risk assessment; team building; defining goals and objectives; defining time frames and evaluation methods; implementing a plan

2. Identify the correct sequence of strategic planning in the enterprise:

1. Formulation of goals and objectives; consideration of favorable and unfavorable prospects for the enterprise related to environmental conditions; identification of available resources; development and implementation of a strategy
2. Formulation of goals and objectives; analysis of the external environment and available resources; identification of strategically favorable circumstances; identification of strategically unfavorable threats and circumstances; determination of the scope of the strategy; adoption of the strategy and its implementation; control
3. Formulation of goals and objectives; analysis of available resources and determination of their number for the future; identification of threats and favorable circumstances for the implementation of the strategy; development of the strategy; implementation of the strategy

3. Set the correct sequence for one of the project lifecycle options.

- 1) Execution phase
- 2) Development phase
- 3) Completion phase
- 4) Conceptual phase

4. Set the correct sequence for one of the project lifecycle options.

- 1) Feasibility studies
- 2) Final
- 3) Production
- 4) Project planning and development

5. Set the correct sequence for one of the project lifecycle options.

- 1) Project planning
- 2) Development of the project concept
- 3) Project completion
- 4) Project implementation

6. Set the correct sequence for one of the project lifecycle options.

- 1) Pre-project analysis
- 2) Goal setting
- 3) Resource mobilization

4) Project implementation

7. Set the correct sequence of actions for the initial phase of project implementation.

- 1) Project initiation
- 2) Preliminary examination
- 3) Identifying the need for change
- 4) Project Definition

Compliance tasks

1. Establish the right balance between organizations that develop standards in the field of project management.

1. International Organization for Standardization ISO
2. International Association of Project Management
3. American Institute of Project Management
1. The main standard is the ICB, which defines the requirements for the qualification of specialists in the field of project management and is the basis for international certification
2. Published the standard " Quality Management Systems. Guidelines for project quality management"
3. Published 3 main standards governing management processes at the project, program, project portfolio level and more than 10 additional standards

2. Establish the right balance between the project management framework standards.

1. ISO Quality management systems
2. PMBOK Guide
3. IPMA International Competence Baseline
1. Guidelines for project quality management. The standard sets out the main principles and methods, the implementation of which is important and affects the quality of management in the development and implementation of projects.
2. International requirements for the competence of project managers. Among the standards that define the requirements for the competence of a project manager, we can distinguish International requirements for the competence of project management specialists
3. Guide to the Project Management Body of Knowledge. The standard is based on the process model for describing project management activities.

3. Set the correct ratio.

1. According to the level of the project in the classification of projects, there are
2. According to the size of the project in the classification of projects, distinguish

3. According to the terms of project implementation, the classification of projects includes

1. The program
2. Short-term
3. Small

4. Set the correct ratio.

1. According to the level of the project in the classification of projects, there are

2. According to the project quality requirements, the project classification includes

3. According to the nature of the project's target task, the classification of projects includes:

1. Defect-free
2. Anti-crisis approach
3. The system

5. Set the correct ratio.

1. According to the size of the project in the classification of projects, distinguish

2. According to the project quality requirements, the project classification includes

3. According to the nature of the project's target task, the classification of projects includes:

1. Megaproject
2. Innovative
3. Modular

6. Set the correct ratio.

1. According to the level of the project in the classification of projects, there are

2. According to the project quality requirements, the project classification includes

3. According to the nature of the project's target task, the classification of projects includes:

1. The system
2. Educational
3. Standard

7. Set the correct ratio.

1. Short product life cycle

2. Global competition in the market of goods and services

3. Rapid growth of knowledge and scientific and technological progress

1. Allows manufacturers to quickly create a new product or service that is in demand and get ahead of their competitors when entering the product market

2. Allow you to create complex products with previously incompatible technologies, which significantly affects the complexity of projects
3. It is implemented not only at the regional segment, but also at the national or global level

Open-type tasks

1. _____ The risk is associated with unforeseen changes in the company's assets, both positive and negative, as a result of changes in the external environment of the enterprise, or management decisions.
2. The project is recognized as socially significant and the first stage of its evaluation is the evaluation of _ _ _ _ _
3. _____ economic activity of enterprises is associated with unfavorable changes in the securities market, reliability and profitability of stocks and bonds.
4. _____ develop and implement cost-effective recommendations and measures aimed at reducing the initial level of risk to an acceptable final level.
5. _____ risks depend on the general regulation of the economy, market laws, and political stability.
6. _____ A market indicator is an indicator that reflects the potential volume of sales of goods over a certain period of time (for example, during a year).
7. _____ sales involve a limited number of resellers. It is usually used when selling goods that require special maintenance, providing spare parts, setting up repair shops, and training special personnel.

OPK-4. Able to identify and evaluate new market opportunities, develop business plans for creating and developing new business lines and organizations

B1. O. 04. 06. Marketing

Tasks with a choice of one or more possible answers

1. Which of the following segmentation features are demographic:

1. country, province, or municipal district.
2. social layer, lifestyle;
3. use of the product;
4. family life cycle stage, gender, age.

2. Product success at the implementation stage is determined by:

1. concentrated marketing;
2. customer feedback and advertising.

3. consumer properties of the product.
4. low ratio of advertising costs to product sales.

3. What method of post-testing an ad campaign does the following event apply to?: "Research is being conducted to compare the effectiveness of mass media and testing purchases made by consumers":

1. a review with a reminder.
2. review without a reminder.
3. testing requests.
4. testing sales.

4. What type of distribution strategy does the following statement apply to: "An enterprise seeks to sell goods or services in as many retail outlets as possible":

1. exclusive distribution;
2. intensive distribution.
3. selective distribution.
4. logistic distribution.

5. Exclusive product distribution means:

1. distribution channels with professional management and centralized coordination, designed to effectively perform distribution functions and maximize marketing impact;
2. distribution strategy, in which the manufacturer sells its product in the maximum possible number of retail outlets.
3. a distribution method in which the company uses two or more distribution channels for the same basic product.
4. a distribution strategy in which a manufacturer sells its product or service through a single intermediary in a specific geographical region.

6. What market coverage strategy is usually used by hairdressers and beauty salons:

1. concentrated marketing;
2. undifferentiated marketing.
3. mass marketing;
4. differentiated marketing.

7. Personal sales are:

1. use of various means of stimulating influence designed to accelerate or strengthen the market response;
2. establishing relationships between the company and various contact audiences by creating a favorable reputation and positive image for the company;
3. presentation of the product to one or several potential customers, carried out in the process of direct communication, and aimed at selling and establishing long-term relationships with these customers;

4. communication with the audience through non-personal paid channels; the audience clearly represents the source of the message as the organization that paid for the means of advertising distribution.

8. The product life cycle is:

1. the time interval from the moment of purchase to the moment of disposal or termination of the product's existence;
2. the time interval in which the demand for the product passes through all possible phases and returns to the starting point.
3. a set of phases of product introduction to the market, sales growth, product maturity, and sales decline.
4. the process of developing product sales and making a profit.

Tasks for establishing a sequence

1. Arrange the stages of forming a logistics service in the company in the correct sequence:

1. Ranking of services included in the compiled lists.
2. Definition of standards for significant services in the context of individual market segments.
3. Determine the list of services that are most important to customers by each segment.
4. Establish customer feedback to ensure that services meet customer needs.
5. Evaluation of the services provided, determining the level of service required to ensure the company's competitiveness.
6. Segmentation of the service consumer market.

2. Set the correct sequence of product lifecycle stages:

1. decline.
2. growth;
3. maturity;
4. implementation.

3. Set the correct sequence of stages for developing a new product:

1. generating an idea.
2. evaluation of the idea.
3. verification of the proposed concept;
4. economic analysis;
5. product development;
6. trial marketing;
7. product development;
8. deployment of commercial production.

4. Set the correct sequence of stages that are highlighted in the process of making a buyer's decision to purchase a product or service:

1. a problem occurs.
2. search for information.
3. evaluating alternatives.
4. purchase;
5. post-purchase evaluation.

5. Set the correct sequence of ad campaign development stages:

1. identify and study the target audience selected for advertising impact.
2. determine the purpose of the ad campaign.
3. develop a campaign budget.
4. create an ad message.
5. choose the means by which advertising information will be distributed.
6. create a schedule for the promotion;
7. develop a media plan for an advertising campaign.
8. evaluate the effectiveness of your ad campaign.

6. Arrange in the correct sequence the stages of drawing up a competitive map of the industry that is used to identify competitors:

1. identification of possible competitors (a list of possible competitors is compiled);
2. determination of strategic characteristics (the characteristics that most accurately indicate the difference in the positioning of competitors are identified);
3. positioning of companies (indicated by a circle, the area of which is directly proportional to the volume of sales, the place of each enterprise on the map);
4. definition of strategic groups (enterprises that fall into the same strategic space are considered as a strategic group and are close competitors).

7. Set the sequence of actions in the process of developing the company's pricing policy:

1. Setting a goal
2. Determining demand
3. Estimation of production costs
4. Competitor price analysis
5. Choosing a pricing strategy
6. Choosing a pricing method
7. Calculation of the initial price
8. Developing pricing tactics
9. Setting the final price

Compliance tasks

1. Select the characteristics that apply to each type of risk.

1. Production risk	of A. is associated with the possibility of losses in
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	the implementation of an investment object due to changes in the assessment of its quality, for example, a product, real estate (land, building), security, precious metals, etc
. 2. Liquidity risk	of B. Means the risk of losses or lost profits due to incorrect choicemarket
3. Selective risk	B. The probability of losses or additional costs associated with failures or interruptions of production processes, disruption of the technology of operations, poor quality of raw materials or personnel, etc.

2. Establish a correspondence between product groups and categories A, B, and C according to the ABC analysis method.

1. Cheap products that require little attention.	A. Category A.
2. Expensive products that require special attention.	B. Category B.
3. Ordinary products that require a normal attitude to them.	B. Category C.

3. Establish a correspondence between product strategies and practical decisions of the company to change the product range:

1. Horizontal market-faithful diversification	A. In addition to tables, the company is starting to produce chairs.
2. Horizontal market-incorrect diversification	of B. From the remnants of raw materials from the production of tables, the company begins to make children's wooden toys.
3. Vertical diversification	. In addition to wood tables, the company is starting to produce metal tables.

4. Divide the types of transportation costs into the appropriate groups:

1. Variable costs.	a. Costs of maintenance and maintenance of rolling stock.
	b. Costs of remuneration of administrative and managerial personnel.
2. Fixed costs.	c. Costs of vehicle insurance.
	d. Costs of fuel and lubricants for rolling stock.

5. Set a match:

1. Incentive marketing is used for...	A Lack of demand
2. Counteracting marketing is used when ...	B. Irrational demand

6. Establish a correspondence between marketing research methods and their definitions:

1. Content analysis of	A.'s requests. It involves comparing the frequency of use of certain words in texts
2. Focus group	B. It involves working in small groups of people, in which the moderator leads an open discussion on the presented problems
3. Projective psychological methods	of B. It involves analyzing hidden reasons for customer behavior (for example, the task to complete an unfinished product offer)

7. Select the types of intermediaries that belong to the appropriate group:

1. Simple intermediaries	A. Broker
	B. Commission agent
	V. Consignor
2. Trade intermediaries	G. Sales agent
	D. Dealer

Open-type tasks

1. Define a just-in-time planning and management system.
2. Fixed costs per unit of production – 150 rubles. Variable costs per unit of production – 250 rubles. The market price of a unit of production is 400 rubles. The volume of demand for products – 1000 pcs. The specified profit amount is 50 thousand rubles. Determine: the level of the selling price; the price of products with a given amount of profit; revenue from sales of products.
3. Analyze the effectiveness of purchasing goods at a discount using the following data: turnover for the period – 150 units / month, transport and procurement costs associated with placing and delivering one order – \$ 55./order, the share of storage costs in the cost of the average stock – 0.03 1 / month, the cost of a unit of goods without a discount – \$ 172, the cost of a unit of goods with a discount – \$ 170, the size of the batch offered by the seller to receive a discount – 300 units. Determine: total storage, transportation, and purchase costs (without using the discount); total storage, transportation, and purchase costs (when using the discount); and the effect of purchasing with a discount.
4. What is competition?
5. A group of products that are closely related to each other, either because of the similarity of their functioning, or because they are sold to

the same groups of customers, or through the same types of retail establishments, or within the same price range – these are ...

OPK-4 is able to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity and organizations

B1. O. 04. 08 Economics of an enterprise (organization)

Tasks with a choice of one or more possible answers

1. Variable expenses include:

1. material costs,
2. product sales expenses,
3. depreciation charges,
4. administrative and management expenses.

2. The return on sales is determined by:

1. the ratio of net profit to the volume of products sold;
2. the ratio of profit from sales to revenue from sales (excluding VAT and excise tax);
3. the ratio of gross profit to the average value of the company's property;
4. the ratio of profit to the average cost of fixed assets and material working capital.

3. Minimizing which of the indicators leads to an increase in the level of profitability:

1. revenue;
2. prices.
3. profits;
4. production costs.

4. Ergonomic product quality indicators characterize...

1. compliance of the product design with the characteristics of the human body
2. rationality of form, integrity of composition
3. efficiency of technological solutions
4. product adaptability for transportation

5. The production capacity of an enterprise is measured in ...

1. natural measuring instruments
2. coefficients
3. in terms of value
4. percentages

6. The form of organization of production, characterized by a combination of multi-profile productions within one enterprise, is called...

1. by concentration
2. cooperation
3. by combining
4. specialization

7. The organizational and legal form of an organization that requires the full consent of all its participants to conduct business:

1. limited liability company
2. full partnership
3. partnership in faith
4. unitary enterprise

Tasks for establishing a sequence

1. Specify the business plan structure in the correct order:

1. financial plan
2. organizational plan
3. project summary
4. marketing plan
5. business characteristics

2. Arrange the items in the Current Assets section of the balance sheet in the correct order:

1. inventory
2. financial investments
3. cash and cash equivalents
4. value added tax
5. accounts receivable

3. Arrange the stages of planning the number of employees of the enterprise in the correct sequence:

1. preparation of the company's production program for the planned period
2. determination of standards of living labor costs
3. drawing up a single employee's working time balance
4. planning of measures for technical development and organization of production

4. Arrange the sections of the tariff and qualification guide in the correct order:

1. Job description
2. Must know
3. Examples of work in this category

5. Arrange the stages of evaluating the company's financial performance in the correct order:

1. Calculation of profitability indicators
2. Performing a horizontal profit analysis
3. Vertical analysis of financial results
4. Assessment of the impact of individual factors on the financial result

6. Arrange the stages of calculating the site's production capacity in the correct sequence:

1. calculation of labor intensity according to current standards, taking into account the progressive use of equipment
2. determination of throughput by groups of interchangeable equipment
3. specification of the production and technological structure of sites and workshops, distribution of work by equipment units
4. select the lead group. The production capacity of this group is crucial for calculating the site capacity
5. identification of "bottlenecks" on the site and development of measures to eliminate them, development of measures for the use of underloaded equipment

7. Arrange the stages of turnover analysis in the correct sequence:

1. Clean cycle analysis
2. Analysis of current asset turnover
3. Analysis of current liability turnover

Compliance tasks

1. Establish compliance with:

1. Production reserves	of A. Equipment
2. Fixed assets	B. Fixed assets Finished products
3. Circulation funds	In. Raw materials and supplies

2. Establish compliance with the principle of organization of the production process and its content:

1. The principle of parallelism	A. its operations are carried out continuously, without interruptions, and all the objects of labor are continuously moving from operation to operation.
2. The principle of continuity	B. simultaneous execution of individual operations or parts of the production process
3. The principle of straight-line movement	in. production of products in equal volumes for equal time periods (hour, day, shift, etc.)
4. The principle of uniformity	of G. all stages and operations of the production process are carried out in the conditions of the shortest path of the object of labor from the beginning of the process to its end

3. Establish compliance with the principle of organization of the production process and its content:

1. The principle of differentiation	A. assigning a strictly limited range of works, operations, parts or products to each workplace and division
2. The principle of concentration	B. division of the production process into separate parts (processes, operations) and their assignment to the corresponding divisions of the enterprise.
3. The principle of specialization	in. concentration of certain production operations for manufacturing technologically homogeneous products or performing functionally homogeneous works at separate workplaces, sites, workshops or production facilities of the enterprise

4. Establish a correspondence between the type of movement of work items and its characteristics:

1. Sequential	A. the entire batch of parts is transferred to a subsequent operation after all parts are processed in the previous operation
2. Parallel	B. They are transferred from operation to operation in transport batches or individually
3. Parallel-serial	connection. the details are transferred to the next operation by the transport batch immediately after it is processed in the previous operation. In this case, the shortest cycle is provided

5. Establish a correspondence between the type of movement of business objects and its characteristics:

1. Production equipment	a type of commercial enterprise where the object of purchase and sale is a specific commodity: money, currency, securities (shares, bonds, bills of exchange, vouchers, etc.), i.e. there is a sale of some securities for others at prices that ensure profit
2. Financial management	in the field of commercial activity, the purpose of which is to make a profit by creating technical and technological innovations and spreading innovations in all spheres of the national economy
3. Innovative	B. activities aimed at the production of products, performance of works and services, collection, processing and provision of information, creation of spiritual values, etc., subject to subsequent sale to consumers

6. Establish a correspondence between the type of organizational structure and its characteristics:

1. Linear	A. line personnel of the enterprise are subordinated to a number of functional bodies, each of which, according to its function, develops a project for solving the corresponding problem, which, after approval by the line manager of the corresponding performer
2. Functional	B. all orders go from top to bottom from a higher supervisor
3. Linear-functional	B. functional services are created and everyone on the line reports to the manager, but they have the right to give commands to performers

7. Establish a correspondence between the labor cost rate and its characteristics:

1. Norm of time	A. number of serviced objects (equipment, production areas) to be serviced by one employee
2. Output rate	of B. maximum allowable number of employees required to perform the specified amount of work
3. Service rate	B. time spent on the production of a unit of production or on performing any technological operation
4. Rate of population	of the city quantity of products in physical terms that must be produced per unit of working time

Open-type tasks

1. _____ - conclusion of an employment contract between the employer and the contractor, which specifies the working conditions, rights and obligations of the parties, working hours and level of remuneration, and the term of the contract.
2. _____ - share of the total value (number) of shares that allows their owners to control the activities of the entire joint-stock company. Theoretically, this share is determined at the rate of 51% of the total amount of shares, in practice-much less.
3. The ratio of the value of liquidated fixed assets for the year to their availability at the beginning of the year is _____.
4. What is the main feature of the company's creditworthiness?

5. _____ - the probability that the company will suffer losses or losses if the planned action (management decision) is not implemented, as well as if mistakes or mistakes were made when making a management decision.

6. The company plans to produce a new product with a cost of 5000 rubles and a profit margin of 25%. The price of a new product calculated using the full cost method is _____.

7. The owner of the pastry shop wants to know the labor productivity of the department for making cakes. In this department, 10 confectioners are employed, who make cakes estimated at 300 thousand rubles for an 8-hour working shift. Let's find the labor productivity of one pastry chef.

OPK-5 is able to use modern information technologies and software tools for solving professional tasks, including managing large data sets and their intellectual analysis

B1. O. 02. 03 Fundamentals of artificial intelligence

Tasks with a choice of one or more possible answers

1. The basic principles of the development of artificial intelligence in Russia are characterized by the following two theses ...

2. artificial intelligence products should be clear from the point of view of decision-making
3. artificial intelligence products must be safe
4. insecure software products

2. What regulatory document sets out the goals and strategy of artificial intelligence?

1. Decree of the Government of the Russian Federation No. 140 of 09.02.2022 "On the Unified State Information System in the field of healthcare"
2. Government Decree No. 2129-r of 19.08.2020 on approval of the "Concept of regulation of Artificial intelligence and robotics until 2024"
3. Federal Law No. 123-FZ of April 24, 2020
4. Decree of the President of the Russian Federation No. 490 of 10.10.2019 "On the Development of Artificial Intelligence in the Russian Federation"

3. The most promising areas for artificial intelligence are ...

1. pharmaceutical industry
2. preventive medicine
3. diagnostics and tests

4. The essence of machine learning is ...

1. professional development
2. training of specialists
3. programming

5. What is natural language processing?

1. The field of artificial intelligence related to image and video analysis
2. The field of artificial intelligence related to text analysis and synthesis
3. The field of artificial intelligence related to the analysis of formal languages
4. Artificial intelligence related to speech recognition and synthesis

6. What is speech recognition?

1. The field of artificial intelligence related to image and video analysis
2. Special purpose automatic translation technology
3. The field of artificial intelligence related to the conversion of speech signals into digital information
4. An area of artificial intelligence related to the formation of a speech signal based on text

7. Can artificial intelligence make a diagnosis based on medical image analysis?

1. Yes, it can
2. No, the diagnosis is made only by a human doctor
3. It can, if additional information about the patient is provided
4. A diagnosis can only be made by a consultation consisting of at least three independent artificial intelligence systems

8. The founder of artificial intelligence is considered ...

1. Raymond Lully
2. Leibniz
3. Descartes

9. How many sets of computing tools do the functional structure of an AI system consist of?

1. 2
2. 5
3. 3

10. At what stage is a meaningful analysis of the problem area carried out, the concepts used and their interrelations are identified, and methods for solving problems are determined?

1. Conceptualization stage
2. Formalization stage
3. Stage execution

Tasks for establishing a sequence

1. Inductive intelligent systems use generalization of examples by the principle from particular to general. In this case, set the correct sequence of steps in the example classification process:

1. If a subset of examples belongs to the same subclass, i.e. all examples of the subset have the same value of the class-forming feature, then the classification process ends (and other classification features are not considered).
2. Checks whether each resulting subset of examples belongs to the same subclass
3. A classification attribute is selected from a set of specified parameters (either sequentially or according to some rule, for example, according to the maximum number of subsets of examples obtained).
4. For subsets of examples with a mismatched class-forming attribute value, the classification process continues from the beginning
5. Based on the value of the selected feature, the set of examples is divided into subsets

2. Set the correct sequence in the scheme of functioning of the genetic algorithm:

1. estimation of individuals in a population
2. if the population does not converge, then 2. otherwise, the genetic algorithm stops functioning)
3. formation of the initial population
4. mutation
5. crossbreeding
6. formation of a new population
7. selection (selection)

3. History of the development of artificial intelligence (set the events in chronological order).

1. Expert systems were created that used knowledge bases and rules to solve problems in a specific field.
2. The emergence of the idea of creating machines that can mimic human intelligence.
3. With the development of computer technology and the Internet, it became possible to collect and process large amounts of data, which led to the development of data analysis and machine learning methods.
4. The first programming languages and tools for creating artificial intelligence were developed, such as the LISP language and the ELIZA system, which could simulate a psychotherapist.
5. The development of neural networks and machine learning methods has begun.

6. The development of artificial intelligence has been accelerated by the use of GPUs for data processing and the creation of more powerful neural networks.

4. Stages of developing an intelligent system (set the sequence).

1. System evaluation
2. Development of a prototype system
3. Selecting the appropriate problem
4. Development of the prototype to industrial ES
5. Connecting the system

5. Currently, there is a certain technology for developing an expert system, which includes the following stages:

1. conceptualization
2. testing
3. identification
4. formalization
5. accomplishment
6. pilot operation

(set the events in chronological order).

6. Set the sequence of stages in the development of artificial intelligence.

1. Scientists developed methods for solving games and proving theorems using computer technology without involving the human mind
2. Development of Internet technologies as part of artificial intelligence
3. Scientists are trying to create a system that would understand human language
4. Development of expert systems

7. Set the sequence of robot generations.

1. Self-organizing or intelligent robots
2. Adaptive robots with touch devices
3. Robots with a rigid control scheme

8. The main periods of development and commercialization of artificial intelligence technologies (set the events in chronological order).

1. Mass commercial use
2. AI develops with almost no commercial applications
3. Military applications and limited commercial applications

9. The main periods of development of AI technologies (set the events in chronological order).

1. Deep Learning

2. Machine learning
3. Artificial intelligence

10. Evolution of the data management process (set events in chronological order).

1. Data processing
2. Data application
3. Data storage
4. Data collection
5. Transmitting data
6. Data production

Compliance tasks

1. Classification of intelligent systems (set a match).

1. According to the tasks solved	by A. - Information processing and retrieval systems; - IS of computer-aided design; - Decision support IP; - Management information system. - Forecasting ICS
2. For their intended purpose	B. -local ICS; - locally distributed ICS; - complex distributed ICS
3. for capacity	B. -information ICS; - Industrial IP systems; - IP for home and service; - robotic ICS

2. Set a match.

1. Artificial intelligence	A. The field of artificial intelligence that develops systems and algorithms for processing and analyzing natural language used in human communication
2. is Robotics	B. A field of science that deals with the development of computer systems and programs capable of mimicking human intellectual functions, such as pattern recognition, natural language processing, and natural language Processing's decision
3. Natural Language Processing	-making. the field of engineering and artificial intelligence, which deals with the development and creation of robots and autonomous systems capable

	of performing various tasks
4. Computer vision	. an area of artificial intelligence that develops systems and algorithms for analyzing and interpreting images and videos

3. Establish the correct correspondence between the types of artificial intelligence (AI) and its description:

1. Weak (narrow) AI	A. a hypothetical AI that can not only reproduce the maximum of a person's abilities, but even surpass his
2. Strong (general) AI	B. allows us to see weak hints of intelligence in the behavior of machines (which is why it is called weak). It is designed to perform only a strictly defined narrow range
3. of Super AI tasks	. A theoretical form of machine intelligence that is equal to human intelligence

4. Establish the correct correspondence between the main approaches to building artificial intelligence and their description:

1. Logical	A. It is used as part of the "black box cybernetics" course. Intelligent systems with this approach should model some kind of intelligent function, that is, establish the necessary correspondence between the inputs and outputs of
2. the Structural	B system. This approach is based on Boolean algebra. Such an intelligent system is a theorem proving machine. In this case, the source data is stored in the database in the form of axioms, the rules of logical inference - as the relationship between them
3. Evolutionary	B. It implies attempts to build an intelligent system by modeling the structure of the human brain, that is, systems built within the framework of the "neurocybernetics" direction are considered
4. Imitation	City the main focus is on building the initial model and the rules by which it can be changed. The model can be compiled using a variety of methods: it can be a neural network, a set of logical rules, or any other model. Based on the verification of models, the best ones are selected, and based on them, new models are generated according to various rules, from which the best ones are again selected, etc.

5. Establish the correct correspondence between the types of calculations in intelligent information systems and their description:

1. Soft computing	A. traditional computer computing (not soft)
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2. Hard calculations	B. It is a complex computer methodology based on fuzzy logic, genetic computing, neurocomputing, and
3. Hybrid's probabilistic computing	. systems that use more than one computer technology (in the case of intelligent systems, artificial intelligence technologies)

6. Establish the correct correspondence of the main research areas in the field of artificial intelligence with their description:

1. Knowledge representation and development of knowledge-based systems	A. within the framework of this direction, special languages are developed for solving intellectual problems, in which the emphasis is placed on the predominance of logical and symbolic processing over computational procedures
2. Training and self-study	. the main direction in the development of artificial intelligence systems. It is associated with the development of knowledge representation models, the creation of knowledge bases that form
3. the core of expert systems	. It includes models, methods, and algorithms that focus on automatic knowledge accumulation and formation based on data analysis and generalization, example-based learning (or inductive learning), and traditional approaches from pattern recognition theory

7. Establish the correct correspondence between the components (subsystems) of the expert system and their description:

1. Solver (deductive machine, inference machine, logical inference block)	But. a set of programs that implement the user's dialog with the ES both at the stage of entering information and when receiving results
2. . User interface	B. a program that provides a knowledge engineer with the ability to create a knowledge base in an interactive mode. It includes a system of nested menus, knowledge representation language templates, hints, and other service tools that make it easier to work with
3. the Intelligent Knowledge Base Editor	B. a program that simulates the course of an expert's reasoning based on the knowledge available in the knowledge base
4. of the Explanation Subsystem	G. a program that allows the user to get answers to the questions: "How was this or that recommendation received?" and " Why did the system make such a decision?" The answer to the question "how" is a trace of the entire process of obtaining a solution, indicating the fragments of the

	knowledge base used, that is, all the steps in the chain of inferences. The answer to the question "why" is a reference to the conclusion immediately preceding the decision received, that is, a step back
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8. Establish the correct correspondence between the stages of development of expert systems and their description:

1. First stage	A. industrial design
2. Second stage	B. Commercial sample
3. Third stage	B. research sample
4. Fourth stage	G. demo sample

9. Establish the correct correspondence between the types of user-level decision support systems and their descriptions:

1. Passive	A's. They can make suggestions on what solution
2. Active Users should choose	. systems that help the decision-making process, but can't make a suggestion on what decision to make
3. a Cooperative	In. they allow the decision maker to modify, update, or improve the solutions offered by the system, and then send these changes to the system for review. The system changes, updates, or improves these solutions and sends them back to the user. The process continues until an agreed decision is received

10. Establish the correct correspondence between the level of commonality of frames from the user's point of view and their description:

1. skeletal, empty frame (template)	A. template filled with variables rather than specific values (constants)
2. general concept frame (prototype)	B. the frame of a particular concept (instance) that turns into a general or specific concept after it is filled in
3. фрейм конкретного поevent-specific frame (instance)	V. a prototype filled with specific values(constants)

Open-type tasks

1. Currently, there are two main approaches to modeling artificial intelligence: _____, consisting in a strict specification of the result of functioning, and _____, aimed at modeling the internal structure of the system.

2. _____ is a set of tools that execute programs and are designed from the point of view of effective problem solving; in some cases, this complex has a problem orientation.

3. Artificial intelligence is a science that aims to study and model the main property of a person— _____.
4. An automated information system based on knowledge, or a set of software, linguistic, and logical-mathematical tools for implementing the main task-supporting human activity and searching for information in the advanced dialogue mode in a natural language, is called _____.
5. A set of software tools and information and analytical technologies designed specifically to assist in solving problems of searching, analyzing and selecting the best possible options, when the decision-maker should be provided not only with information, but primarily with technological support for the procedure, up to choosing the best solution, is called _____.
6. Who created the logic programming language Prolog?
7. Individual facts that characterize objects, processes, and phenomena in the subject area, as well as their properties, are:_____.
8. What artificial intelligence systems (AI) are included in language-based systems?
9. The scientific direction associated with attempts to formalize human thinking is called _____.
10. What is the name of the field of information technology that studies methods for turning knowledge into an object of processing on a computer?

OPK 5-Is able to use modern information technologies and software tools for solving professional tasks, including managing large data sets and their intellectual analysis

B1. O. 04. 02 Information systems in economics and management

**Tasks with a choice of one or more possible answers
(choose one answer option)**

1. A set of information, economic and mathematical methods and models, technical, software, technological tools and specialists intended for information processing and management decision-making is called:
 - a) production automation system;
 - b) automated information system;
 - c) enterprise management system;
 - d) the organizational system.
2. An automated workplace is:

- a) a set of economic, informational, mathematical, methods and models of software tools intended for information processing;
- b) a set of methods and means of implementing operations for collecting, registering, transmitting, and protecting information;
- c) a set of information resources for data processing and automation of management functions;
- d) there is no correct answer.

3. E-commerce limited to the use of the Internet computer network only is called:

- a) online commerce;
- b) online commerce;
- c) internet benchmarking;
- d) electronic business;

4. What is the name of the identification process that allows you to verify the identity of a person who wants to get interactive access to information, services, conclude a transaction, etc.?

- a) authentication;
- b) cryptography;
- c) automation;
- d) interactivity;

5. Which mechanism underlies many electronic security systems?

- a) IBM;
- b) TSI.
- c) GSI;
- d) LSD;

6. What is the name of the production enterprise management concept based on the interrelated planning of production capacities, material requirements, finances and personnel?

- a) MRP;
- b) MRPII;
- c) ERP;
- d) ERPII;

7. What is the concept of a coordinated solution of accounting, control, planning and management of production and financial resources of an enterprise?

- a) MRPII;
- b) MRP;
- c) ERP;
- d) ERPII;

8. What is the abbreviation for electronic transmission of information from one computer to another using an agreed standard for structuring information?
- a) EDI;
 - b) DATA center.
 - c) SOS;
 - d) EDS
9. What is the three-click rule for organizing content on your site?
- a) access to everything that the user wants to find on the site should be organized with a minimum number of clicks, not exceeding three;
 - b) access to everything that the user wants to find on the site must be organized with the number of mouse clicks exceeding the number of three;
 - c) access to everything that the user wants to find on the site should be organized in such a way that the number of clicks is equal to three;
 - d) access to everything that the user wants to find on the site should be organized in such a way that they do not have to make three mouse clicks.
10. What is the name of an unexpected heated discussion in network technologies, during which participants usually forget about the original topic, get personal and can't stop?
- a) the flute
 - b) a frame.
 - c) flame.
 - d) flein.

Tasks for establishing a sequence

1. Specify the correct sequence of information system lifecycle stages.
- A) analysis,
 - B) design,
 - C) implementation,
 - D) implementation,
 - E) support.
2. Arrange the design stages of automated information technology in the correct order.
- A) industrial operation
 - B) pre-project survey,
 - C) design,
 - D) input (implementation),
3. Specify the correct life cycle of the computer virus.
- A) destruction
 - B) Implementation

- C) Incubation period
- D) reproduction

4. Please indicate the correct sequence of the economic security mechanism (ES)?

- A) goals and objectives of providing ES
- B) development of principles for ensuring ES
- C) formation of a strategy for providing information security
- D) monitoring and diagnostics of the EC system
- E) identification of external and internal EB threats
- F) taking measures to prevent or eliminate electronic warfare threats

5. Specify the correct sequence for monitoring economic security.

- A) preparation of qualitative and quantitative parameters, criteria and indicators specific to this type of organization
- B) quantitative determination of parameters, criteria and indicators, calculation of the aggregate criterion of economic security of the organization based on functional components
- C) analysis of the collected information
- D) analysis of the organization's performance criteria that indicate the level of its economic security
- E) determination of possible ways of development of the organization and selection of the most optimal one
- F) strategic planning of the organization's activities
- G) development of measures to predict and prevent threats to the economic security of the organization.

6. Describe the general algorithm of the sequence of actions for the implementation of the enterprise activity analysis in the INEK-Analyst software package?

- A) Use the forms to view calculated metrics. Indicators are grouped into forms by meaning. You can view the form on the screen, build graphs of changes in indicators based on them, and export the indicators displayed in them to Microsoft Word or Excel.
- B) An option is created for the company based on the fact. Enter the name of the option, the start and end dates, the interval, the type of activity, the currency unit used, and its scale.
- C) The initial data is entered.
- D) After the initial data is entered, you can view the calculated values of the indicators.
- E) Enter data about the company (name, address, TIN, industry affiliation of the company, and other attributes).

7. Describe the algorithm of actions when entering data on receipts and expenses for conducting cash flow analysis while working with the INEK - Analyst software package.

- A) Data on receipts and expenditures are entered for the purpose of carrying out the following operations:
cash flow analysis.
- B) To display the form for entering information about receipts and expenses, select "Receipts and expenses" from the "Data" menu.
- C) Data are entered in a fixed set of items that characterize cash inflows and outflows by period.
- D) In the line "Cash balance at the beginning", data is entered only in the first period.
- E) Cells with a yellow background are not available for editing in this form, they are calculated, and data can only be entered in white cells.

8. What sequence of actions should be performed in the program "1C Salary and Personnel Management 8" to include a new staff unit in the staffing table?

- A) In the Staffing Table window in the dashboard, click Add. Specify the name of the division where the full-time unit is open.
- B) Select the position for which a full-time unit is created. In the Number of bids field, specify the number of vacancies available for this position.
- C) Enter the minimum and maximum bid sizes for this full-time unit. Select the type of this bid.
- D) Indicate the work schedule.
- E) Conduct the document.

9. In the Galaktika corporate information system, it is necessary to register the sale of 5 computers by your own organization to Mekhanika LLC at a price of 75,000 rubles apiece, and taxes are included in the price of the product. What actions and in what sequence should be performed in this system?

- A) In the Financial and Settlement Operations module, submit the commands Documents – Payment orders – Third – party-create a new payment document.
- B) Create a sales invoice: Sales Management-Documents-Invoices, Sales orders.
- C) Create a bill of lading for the MC's vacation: Sales Management-Documents - Bill of lading-F7.
- D) Write off the product from the warehouse by clicking Write off in the warehouse.
- E) Create an invoice for an expense invoice: Sales Management - Documents-Vacation invoices.

10. In the Parus corporate information system, it is necessary to issue a payment to the supplier of Khimzavod LLC for the delivered materials under contract No. 16 of the 1st day of the current month in the amount of 250,000 rubles. tax-free. What actions and in what sequence should be performed in this system?

- A) Create a new entry in the Bank Documents journal.
- B) On the Documents tab, enter a payment order as the bank document type.
- C) Specify our organization as the payer.
- D) Specify Chemzavod LLC as the recipient.

- E) In the Operation Type field, select the Expense value.
 F) Specify the tax-free amount and the VAT rate.

Compliance tasks

1. The architecture of the corporate information system of enterprise management provides for the presence of three components. Match their name with the corresponding characteristic:

1	information technology	But	provides optimal interaction1 information technologies A provides optimal interaction of information technologies, functional subsystems and related specialists, as well as their development in the cross-section of the entire information system life cycle
2	functional subsystems	B	Hardware and software component of the information system, telecommunications and data that jointly ensure the functioning of the information system and are their main material basis 3 information systems managementand in specialized programs that provide information processing and analysis for the complete preparation of documents or decision-making in a specific functional area based on information technologies
3	information systems management	In	specialized programs that provide information processing and analysis for the complete preparation of documents or decision-making in a specific functional area based on information technologies

2. Match the file types with the correct extension.

- | | |
|--------------------|--------|
| 1. executable file | 1. txt |
| 2. text file | 2. DBF |
| 3. database file | 3. ZIP |
| 4. archive file | 4. EXE |

3. Match the software products with the correct extension.

- | | |
|-------------------------|----------|
| 1. Microsoft Word | 1. PPTX |
| 2. Microsoft Excel | 2. DOCX |
| 3. Microsoft Access | 3. XLSX |
| 4. Microsoft PowerPoint | 4. ACCDB |

4. Compare the type of classification of economic security threats with its specific element.

- | | |
|--------------------------------|--------------------|
| 1. by area of occurrence | 1. economic issues |
| 2. by the nature of occurrence | 2. incredible ones |

- | | |
|---|---------------|
| 3. by source of occurrence | 3. endogenous |
| 4. by the degree of probability of occurrence | 4. Subjective |

5. Compare the types of economic security indicators with their specific representatives.

- | | |
|--------------------------|-------------------------|
| 1. production indicators | 1. Overdue debt |
| 2. financial indicators | 2. production dynamics |
| 3. social indicators | 3. loss of working time |

6. Match the name of the control function with the corresponding characteristic:

1	The forecasting function	A	explains the reasons for deviations in the state of the system from the required one and justifies decisions on the transition to operational management or planning
2	The planning function	B	allows you to get possible options for the development of the system
3	The analysis function	In	C consists in making a decision on choosing the trajectory of transferring the economic system to a new state

7. Compare the name of the element of the supporting part of the economic information system with the corresponding characteristic:

1	Technical support	A	a set of technical means intended for the operation of the information system, as well as relevant documentation for these means and technological processes
2	Information support	B	methods and tools that determine the rules of work of personnel (employees) with the information system and with external devices, as well as among themselves in the process of developing and operating the information system
3	Organizational providing	In	a unified system of classification and coding of information, unified documentation systems, schemes of information flows circulating in the organization, as well as the methodology for building databases and these databases themselves

8. Compare the name of the element of the supporting part of the economic information system with the corresponding characteristic:

1	Metrological support	A	set of measurement systems used to describe elements of information circulating in the automated
control system 2	Legal support	B	set of legal norms that determine the creation, legal status and functioning of information systems

3	Ergonomic support	In	C requirements aimed at coordinating the psychological, anthropometric and physiological characteristics of an information system with the parameters of the workplace environment
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9. Match the name of the information storage architecture type with the corresponding characteristic:

1	Data showcase	A	provides information storage and "data marts"
2	Two-level architecture	B	small storages with a simplified architecture designed to store part of the data of the information storage in order to relieve the load from the main information storage
3	Three-level architecture	In	C provides retrospective queries (data requests for past years), trend analysis, and strategic decision support

10. Compare the name of the main functional blocks of ERP systems with the corresponding characteristic:

1	Sales and production planning	A	The result of this block is the development of a production plan for the main types of products
2	Demand management	B	This block is designed to predict future demand for products, determine the volume of orders that can be offered to the customer at a particular time, determine the demand of distributors, demand within the enterprise, etc.
3	Integrated capacity planning	B	is used to specify production plans and determine the degree of their feasibility

Open-type tasks

1. _____ The software defines the overall structure of the financial management system at a particular enterprise, and also defines the functions and tasks of the relevant services, divisions, and individual specialists within its framework.

2. _____ – This is a means of organizing information support for the management process, which contributes to the timely receipt of necessary and reliable information to all parts of the management system that need it.

3. Insert the missing word: _____ – this is the exchange of information between elements of a business process.

4. _____ It is a set of digital records about an organization that are contained in the information systems of government agencies and organizations.
5. Unlike data retrieval, the content of _____ The goal is to find objects: facts, documents, and images contained in the storage of unstructured information.
6. High-speed data processing in OLAP is achieved through provisioning and storage _____, which can be used later when executing queries.
7. _____ - this is the science that studies computer algorithms that automatically improveduring operation.
8. For a visual representation of the identified patterns, it is necessary to _____, This is especially important for users who do not have-professional training in data processing.
9. _____ – this is information obtained as a result of the operation of an automated system.
10. _____ - This is a set of internal and external flows of direct and reverse information communication of an economic object, methods, tools, and specialists involved in the process of information processing and development of management decisions.

OPK-6 is able to understand the principles of modern information technologies and use them to solve professional tasks

B1. O. 02. 03 Fundamentals of artificial intelligence

Tasks with a choice of one or more possible answers

- 1. At what stage is a meaningful analysis of the problem area carried out, the concepts used and their interrelations are identified, and methods for solving problems are determined?**
 1. Conceptualization stage
 2. Formalization stage
 3. Stage execution
- 2. Training is called**
 1. Procedure for adjusting weight values
 2. Procedure for tuning neuronal signals
 3. Procedure for calculating thresholds for activation functions
- 3. What is artificial intelligence?**

1. a computer program that can partially replace a specialist expert in solving a problem situation
2. a branch of computer science that sets and solves problems of hardware and software modeling of those types of human activity that are traditionally considered intellectual (creative)
3. science that studies the structure, functioning, development, genetics, biochemistry, physiology, and pathology of the nervous system
4. automatic software-controlled manipulators that perform work operations with complex spatial movements

4. The term "expert systems" means:

1. complex software packages that accumulate knowledge of specialists in specific subject areas and replicate this empirical experience for consulting less qualified users
2. an integral set of a finite number of interconnected material objects, which has consistently interacting sensory and executive functional parts, a model of their predefined behavior in the space of equilibrium stable states, and the ability, when located in at least one of them (the target state), to independently perform the consumer functions provided for by its design under normal conditions
3. it consists of elements that are connected and enter into certain relationships with each other and with the external environment in order to carry out a process and perform a function
4. an organized set of tools, methods, and activities used to regularly process information to solve a problem

5. The concept of "artificial intelligence" was first introduced in ...

1. in 1956
2. in 1965
3. 1970
4. in 1942

6. Active study of AI in different periods of society's life refers to:

1. 1st industrial revolution
2. 2nd industrial revolution
3. 3rd industrial revolution
4. 4th industrial revolution

7. What is the model for AI?

1. molecule
2. brain processes
3. information and telecommunication network
4. telephone connection

8. Why isn'T artificial intelligence used today?

1. cancer diagnosis based on medical images
2. translation of oral speech from one language to another in real time
3. offer coffee according to your mood
4. conducting an interview and making a decision on applying for a job

9. What does artificial intelligence do better than humans?

1. draws pictures
2. makes compliments
3. he plays chess
4. recognizes images

10. Can robots, chatbots, and automated translators be considered artificial intelligence?

1. robots and chatbots belong to artificial intelligence
2. only robots are part of AI technology
3. robots, chatbots, and automated translators are all part of other non-AI technologies
4. robots, chatbots, and automated translators are the final product of AI technologies

Tasks for establishing a sequence

1. Thinking patterns created by programmers (set events in chronological order).

1. Expert systems
2. Neural networks
3. Maze search model
4. The era of heuristic programming

2. Stages of creating an expert system (set the sequence).

1. Conceptualizing the subject area
2. Identifying the problem area
3. Formalizing the knowledge base
4. Implementation of the knowledge base
5. Pilot operation
6. Testing the knowledge base

3. Machine translation history (set events in chronological order).

1. NMT
2. RBMT
3. SMT
4. EBMT

4. Set the sequence of tasks that contributed to the emergence of artificial intelligence.

1. game challenges
2. image recognition tasks
3. problems of proving theorems
4. machine translation
5. tasks of composing texts and music

5. Set the sequence of events for the emergence of artificial intelligence in Russia.

1. The scientific council on the problem of "Artificial intelligence" was created
2. The seminar "Automata and Thinking" under the leadership of Academician A. A. Lyapunov has started its work at Moscow State University
3. M. M. Bongard's "Cortex" algorithm that simulates the activity of the human brain in pattern recognition
4. An ALPEV LOMI program has been created that automatically proves theorems based on Maslov's original inverse derivation, similar to the Robinson resolution method

6. The methodology for solving problems using knowledge and planning is presented in stages (set the sequence).

1. Create a dictionary of conditions (literals), operators, and objects
2. Describe the problem in terms of the problem domain
3. Create a description of examples that define the issue
4. Implement a planning algorithm, get and execute a plan
5. Write operators in predicate form

7. Set the correct sequence of stages in the development of artificial intelligence.

1. Period of expert systems
2. Period of neural systems
3. Period of machine learning development
4. Development of artificial intelligence research
5. Period of autonomous technologies
6. Deep learning development period

8. Set a sequence of events that will promote the development of machine translation:

1. The Georgetown Experiment
2. Exploring the possibility of using machine translation for the multilingual Internet

3. An industrial version of the RETRANS system for phraseological machine translation from Russian to English and back has been created

9. Set the sequence of appearance of voice assistants:

1. Alice
2. Marusya
3. Siri

10. Set the sequence of neural network training steps:

1. Selecting an example
2. Database
3. Error calculation (small error)
4. The network is trained
5. Neural network signal recognition

Compliance tasks

1. Knowledge representation (set a match).

1. Declarative knowledge	of A. they consist of many descriptions of states and conditions for transitions between them. Such knowledge is syntactical (symbolic) in nature and does not explicitly describe executing procedures.
2. Procedural knowledge	B. Procedural knowledge they include initial states and explicit descriptions of procedures that process initial knowledge when it is necessary to obtain the state of the full set of derived knowledge.
3. Structural representation of knowledge	in. It is characterized by a fixed structure and variable parameters in the descriptions of facts and objects.
4. Parametric representation	of G.'s knowledge characterizes relationships based on a set of facts or objects.

2. The main tasks that should be solved within the system (set a match).

1. Perception of information in the external environment	A. language, text, or image communication with the operator or other systems.
2. Formation of solutions	B. knowledge-based inference, planning and finding solutions, interacting with or managing targets, monitoring and diagnosing the system itself.
3. Communication with operator	B. collecting and preprocessing information about the external environment, selecting and recognizing objects, and recognizing scenes that include many differently related objects.
4. Getting knowledge	in extract expert knowledge or automatically generate it through training and self-study.

3. Machine learning methods (set a match).

1. Evolutionary algorithms	A. a machine learning method that allows you to
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	split data into groups based on their similarity.
2. Associative rules	of B. machine learning methods used to analyze big data and find patterns and relationships between different parameters.
3. Clustering	In. machine learning methods based on the principles of evolution in nature and used to find the best solutions.

4. Set a match.

1. Internet of Things	A. huge amounts of data that require special methods and technologies for their processing, analysis, and use.
2. Big Data	B. the process of defining and identifying objects and patterns in images.
3. Pattern recognition	is the concept of interaction between different devices and networks that use sensors and other technologies to collect and process data.

5. When using a product model, the knowledge base consists of a set of rules. Establish a correspondence between the functions of the control component of the output machine and their description:

1. Comparison	of A. the conclusions of the triggered rule
2 are added to working memory. Choosing	B. if several rules can be applied, then only one of them is selected according to some criterion
3. Triggering	B. the sample rule is compared with the available facts
4. Actions	of g. if the sample rule matches a fact, this rule is triggered

6. Establish a correspondence between the main components of a typical static expert System and their description:

1. Solver (interpreter)	A. it is intended for storing initial and intermediate data of the currently solved task
2. Working memory (RP)	B. it is intended for storing long-term data (rather than current data) describing the area
3. under consideration Knowledge base (BZ)	B. using the initial data from working memory and knowledge from BZ, it forms a sequence of rules that, when applied to based on the initial data,
4. the components of knowledge acquisition lead to the solution of the problem	. automates the process of filling the ES with knowledge, carried out by an expert user
5. . Explanatory component	D. deciphers how the system got the solution to the problem (or why it didn't get a solution) and what knowledge it used
6. in the process. Dialog component	E. it is focused on the organization of friendly communication with the user both in the course of

	solving problems, and in the process of acquiring knowledge and explaining the results of work
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7. Establish a correspondence between the representatives of the specialties involved in the development of expert systems and their functions:

1. Expert in the problem area	A. develops IS (if the toolkit is being developed anew) containing all the main components of the ES, and interfaces them with the environment in which they will be used
2. by Knowledge Engineer	B. defines the knowledge (data and rules) that characterize the problem area, ensures the completeness and correctness of the knowledge entered in the ES
3. Programmer for the development of tools (IS)	V. helps the expert to identify and structure the knowledge necessary for the operation of the ES, selects the tools that are most suitable for this problem area

8. Set a match:

1. A. Samuel	A. the article "Computing machines and the Mind" was written and published
2. But. Newell, J. Shaw, and G. Simon	B. created a program for playing chess
3. by Alan Turing	in. a number of programs for playing checkers were written, which were played at the level of a well-trained amateur,

9. Establish the correct correspondence between the attributes of intelligent information systems and their description:

1. Communication skills of AIS	A. describe the way of interaction (interface) of the end user with the system, in particular the ability to formulate an arbitrary request in a dialog with the AIS in a language as close as possible to the natural
2. Complex poorly formalized tasks	. ability to develop the system in accordance with objective changes in the problem domain model
3. Ability to self	-study in. problems that require the construction of an original solution algorithm depending on the specific situation, which may be characterized by uncertainty and dynamism of the initial data and knowledge
4. Adaptability	of G. ability to automatically extract knowledge to

	solve problems from the accumulated experience of specific situations
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10. Establish a correspondence between the complex computing tools and their description:

1. Executive system	A. they have a flexible structure that allows them to adapt to a wide range of end-user interests
2. A set of intelligent interface	B. a set of tools that execute programs and are designed from the perspective of effective problem solving

Open-type tasks

1. An algorithm that manipulates images to represent them in the visual style of another image is _____.
2. What problem does neural-style image generation generate?
3. _____ They are different models that use artificial neurons to process information.
4. _____ learning is a machine learning approach that uses deep neural networks to train models.
5. Researchers who model only certain functions of intelligence, such as pattern recognition, speech synthesis, and decision-making, work within the _____ AI direction.
6. Attempts to recreate the work of the intellect in full are related to the direction of _____ AI.
7. What is the name of knowledge about a specific situation in the form of numerical, textual data, or simple statements?
8. What are the names of computer programs that have competence, symbolic reasoning, depth, and self-awareness?
9. Predicting the consequences of certain events or phenomena based on available data is _____.
10. _____ – this is the minimum possible description of the essence of an event, situation, process, or object.

OPK 6-Is able to understand the principles of modern information technologies and use them to solve professional tasks

B1. O. 04. 02 Information systems in economics and management

**Tasks with a choice of one or more possible answers
(choose one answer option)**

1. What is most often understood by the abbreviation "IT" in relation to the computer environment?
 - a) information technology;
 - b) a current source;
 - c) individual technologies;
 - d) interesting technologies;
2. What is the current term for the process of introducing digital technologies in various spheres of life in order to improve its quality and develop the economy?
 - a) digitalization;
 - b) automation;
 - c) standardization;
 - d) urbanisation;
3. What is most often understood by the abbreviation " AIS " in relation to the computer environment, as well as in the organization's management system?
 - a) an autonomous power source;
 - b) automated information system
 - c) analog individual strategy;
 - d) an album of interesting servers.
4. What is the name of the complex operating system mechanism that is responsible for storing data on the hard disk and other external media?
 - a) the file system.
 - b) input system;
 - c) the output system;
 - d) surveillance system
5. What is the name of the named data area on the storage medium, i.e. what is usually stored in the operating system?
 - a) folder
 - b) a block.
 - c) a file.
 - d) the catalog.
6. What is the generic name of the database files:
 - a). COM;
 - b).txt.
 - c). DBF;
 - d). EXE.
7. Specify the most correct option for setting the file search by mask to find all files with the DBF extension:
 - a)***. DBF;

- b) *DBF.*;
- c)*. DBF.
- d) DBF.?.

8. Identification means:

- a) the property of subroutines to process data in a different algorithm depending on the data type;
- b) the process of recognizing entities by assigning them unique labels;
- c) the mode of operation of computer networks, in which one of the subscribers sets a topic for discussion, and interested subscribers participate in the discussion by exchanging messages;
- d) authentication of entity IDs using various methods.

9. A threat to the security of a computer system is defined as:

- a) the impact of the system on a person and their intelligence;
- b) impacts on the system that may directly or indirectly damage its security;
- c) mechanical damage to the computer as a result of natural disasters;
- d) only delete the operating system from the computer's hard disk.

10. The method of protecting information by cryptographically closing it is called:

- a) an obstacle;
- b) access control;
- c) disguise;
- d) regulation.

Tasks for establishing a sequence

1. Specify the correct sequence of the main information system lifecycle processes.

- A) acquisition,
- B) delivery,
- C) development,
- D) operation,
- E) support.

2. Specify the correct sequence of auxiliary processes in the information system lifecycle.

- A) documentation,
- B) configuration management,
- C) quality assurance,
- D) verification,
- E) certification,
- F) evaluation,
- G) audit,
- H) Problem resolution

3. Specify the correct sequence of Organizational Processes in the information system lifecycle.
- A) project management,
 - B) creating
 - C) project infrastructure,
 - D) definition,
 - E) Training
 - E) assessment and improvement of the life cycle itself,
4. According to the methodology proposed by Rational Software, the life cycle of an information system is divided into four stages. Arrange them in order of attack.
- A) transition (commissioning)
 - B) construction
 - C) clarification
 - D) the beginning
5. Specify the correct sequence of the cascading model of the information system lifecycle.
- A) Analysis
 - B) Design
 - C) delivery
 - D) Testing
 - E) development
6. Set the correct sequence of actions for the project development phase.
- A) Concept development and domain planning
 - B) Establishing business contacts with stakeholders
 - C) Appointment of a manager and formation of a team
 - D) Initiation of work
7. Set the correct sequence of steps for determining the approximate composition of the investment justification for the project implementation.
- A) Project summary
 - B) Initial data and conditions
 - C) General characteristics of the industry and enterprise
 - D) Market analysis
8. Set the correct sequence of the main stages of the DBMS technology.
- A) output of information from the database.
 - B) processing of data contained in tables.
 - C) entering and editing data in tables.
 - D) creating a database table structure.
9. Set the correct sequence of basic steps when designing databases as follows:
- A) determining the information needs of the database;

- B) analysis of real-world objects that need to be modeled in the database, selection of their entities and characteristics of these entities from these objects, formation of their list;
- C) establishing the correspondence of entities and characteristics-tables and columns (fields) in the notation of the selected DBMS
- D) defining attributes that uniquely identify each object;
- E) develop rules that will establish and maintain data integrity;
- F) establishing relationships between objects (tables and columns), normalizing tables;
- G) planning to address issues of data security and, if necessary, maintaining the secrecy of information.

10. Specify the correct sequence for monitoring economic security.

- A) preparation of qualitative and quantitative parameters, criteria and indicators specific to this type of organization
- B) quantitative determination of parameters, criteria and indicators, calculation of the aggregate criterion of economic security of the organization based on functional components
- C) analysis of the collected information
- D) analysis of the organization's performance criteria that indicate the level of its economic security
- E) determination of possible ways of development of the organization and selection of the most optimal one
- F) strategic planning of the organization's activities
- G) development of measures to predict and prevent threats to the economic security of the organization.

Compliance tasks

1. Compare the name of the main functional blocks of ERP systems with the corresponding characteristic:

1	Product specification	But	A This block specifies both the production capacities of various levels and the routes according to which the products are produced
2	Capacity requirements planning	B	Determines the composition of the final product, the material resources required for its manufacture, etc
3	Routing/ work centers	In	C At this stage of planning, more detailed than in the previous stage of planning. at the previous levels, production capacities are determined

2. According to the methodology proposed by Rational Software, the life cycle of an information system is divided into four stages. Match the stage name with the corresponding characteristic:

1	beginning	A	the scope of application of the system is established and its boundary conditions are determined
2	clarification	B	the developed software is transferred to users
3	design	C	application area is analyzed and the architectural basis of the information system
is developed 4	transition	D	the finished product is developed, ready for transfer to the user

3. Compare the name of the terms that are used in the logical description of the database with the corresponding characteristic:

1	Entity	A	real or representable object, information about which must be preserved and made available to queries
2	Relationship	B	graphically represented association established between two entities: a logical relationship between entities that expresses some constraint or business rule
3	Attribute	In	C Entity characteristic

4. Compare the name of the terms used in database development with the corresponding characteristic:

1	The name of field	A	defines the maximum length (in characters) of data that can be placed in a particular field
2	The type of field	B	determines how to access the data of this field during automatic database operations
3	The size of field	B	determines the type of data that can be contained in this field

5. Compare the name of the terms that are used in database development with the corresponding characteristic:

1	Field format	A	defines how data is formatted in cells belonging to the field
2	Input mask	B	defines the form in which data is entered in the field
3	Signature	In	C defines the table column header for this field

6. Match the name типов of the query types that most DBMSs allow to use with the corresponding characteristic:

1	selection query	A	allows you to define one or more selection conditions during the execution of this query
2	change	query	is intended for selecting data stored in tables

		B	
3	query with parameter	B	is intended for changing or moving data

7. Compare the name of the information systems classification element by application purpose with the corresponding characteristic:

1	Knowledge processing systems	A	are designed to process knowledge and provide new projects based
on it 2	Office automation systems	B	computer systems such as text editors, e-mail, scheduling systems that are created to increase the productivity of managers
3	Decision support systems	In	C systems that implement decision-making models in specific tasks of a specific subject area

8. Compare the name of the direction of information security measures with the corresponding characteristic:

1	legal issues	. A	security of the computer center, careful selection of personnel, exclusion of cases of particularly important work performed by only one person, availability of a plan for restoring the center's operability after its failure, organization of maintenance of the computer center by persons who are not interested in concealing the facts of violation of the center's work, universality of security tools from all users (including senior management), assigning responsibility to persons who must ensure the security of the center, choosing the location of the center, etc
. 2	organizational matters	. B	development of norms establishing responsibility for computer crimes, protection of programmers' copyrights, improvement of criminal and civil legislation, as well as legal proceedings
3	technical specifications	In	. C protection against unauthorized access to the system, reserving particularly important computer subsystems, organization of computer networks with the ability to redistribute resources in the event of a malfunction of individual links, installation of equipment for fire detection and extinguishing, flood detection, taking structural measures to protect against theft, etc.

9. Match the name of the term with the corresponding characteristic:

1	Protected information	A	information that is the subject of ownership and is subject to protection in accordance with the requirements of legal
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			documents or requirements established by the information owner
2	Information protection	B	activities to prevent leakage of protected information, unauthorized and unintentional effects on protected information
3	Information protection performance indicator	C a	measure or characteristic for evaluating the effectiveness of information protection

10. Compare the name of the term with the corresponding characteristic:

1	Information protection system	A	information, information carrier or information process that must be protected in accordance with the set purpose of information protection
2	Object of protection	B	a set of bodies and/or performers, information protection techniques used by them, as well as protection objects organized and functioning according to the rules established by the relevant legal, organizational and legal acts.administrative and regulatory documents on information protection
3	Means of information protection	In	technical, software, substance and/or material intended or used for information protection

Open-type tasks

1. _____ the sequence of processes, actions, and tasks performed throughout the entire IP lifecycle, as well as the relationships between these processes, actions, and tasks.
2. _____ – This is a collection of interrelated information stored together about various entities in the same subject area (real objects, processes, phenomena, or events).
3. _____ – These are software tools designed for entering, filling, deleting, filtering, and searching data in a database.
4. The main idea _____ The idea of a data model is to represent any data set as a two-dimensional table.
5. Transaction completion means that all operations included in the transaction have been completed successfully and the result of their work is saved in the database.

6. Rolling back a transaction in the database means that all operations already performed that are part of this transaction, _____, a all objects databases affected by these operations are returned to their original state condition.

7. If a particular row in one database table can be linked to one or more rows in the second table (or not linked at all), but the row in the second table is only linked to a single row in the first table, then a relationship is established between them"_____".

8. If a particular row in the first table is linked at any given time to any one row in the second table (or is not linked at all), and vice versa, then a relationship is established between them"_____".

9. If each row of the first table corresponds to one or more rows in the second table and vice versa (or no row corresponds at all), then the relation is established between them"_____".

10. The table is located in _____ if no field in the string contains more than one value, and any key field is not empty.

PKS-1. Able to use standard methods and methods of performing professional tasks in the field of production planning and organization using modern management approaches

B1. V. 01. 02. Labor organization and personnel management

Tasks with a choice of one or more possible answers

1. Assignment to a specific contractor of a set of works that make it possible to fully manufacture a product is:

1. detailed division of labor;
2. operational division of labor;
3. subject division of labor.

2. The economic goal of developing a collective form of labor organization is:

1. increase labor productivity by strengthening the division of labor among workers;
2. increase labor productivity by strengthening labor cooperation among workers;
3. increase the labor intensity of products by strengthening labor cooperation between workers.

Tasks for establishing a sequence

1. Establish the correct sequence of procedures to be performed during the recruitment process:

- A. Staff selection.
- B. Search for candidates for vacant positions.
- B. Identifying the need for additional hiring or firing.
- D. Determination of personnel requirements.
- D. Development of selection criteria.
- E. Conclusion of an employment contract.

Compliance tasks

1. Establish a correspondence between the payment systems and their characteristics.

1. Piecework and premium payment system.	A. The amount of wages of workers under this wage system is directly dependent on the results of the work of the workers they serve.
2. Piecework-progressive system of remuneration.	B. A worker is awarded a bonus in excess of his earnings at direct piecework rates for meeting and exceeding pre-established specific quantitative and qualitative performance indicators.
3. Indirectly-piecework payment system.	C. Payment of a worker's labor within the established norm (base) is made on the basis of single rates, and in excess of the established initial base-at increased transaction rates.

2. Divide the staff performance indicators into groups of criteria that affect the value of the employee's labor participation rate (CTU) used in the tariff-free system of remuneration.

1. Indicators that increase the value of the employee's CTU.	a. Initiative in preventing possible downtime of workers and equipment.
	b. Increasing the share of defective products produced.
	c. Reducing efforts to save material resources relative to the previous period.
2. Indicators that reduce the value	D. Mastering work in related professions.

of the employee's CTU.	D. Mutual assistance, transfer of work experience to other members of the labor collective.
	E. Passivity in relation to the reasons for eliminating shortcomings in the organization of work and production.

Open-type tasks

1. Taking into account the cost of working time or the time of using equipment during a work shift or part of it by means of a detailed recording of all data describing their duration and structure is ...

2. A construction team consisting of 3 people completed repairs, the remuneration for which, according to the chord task and estimate, is 27,000 rubles. The following information about employees is available:

Full	name	Category	Hourly rate, RUB	Time worked, hour.	KTU
1	Svetlov	5	40	166	1,2
2	Dyatlov	4	36	170	1,0
3	Toporkov	4	34	160	0,9

Determine the salary of each employee.

PKS 1-Is able to use standard methods and methods of performing professional tasks in the field of production planning and organization using modern management approaches

B1. V. 01. 04 E-commerce

**Tasks with a choice of one or more possible answers
(choose one answer option)**

1. What year can be considered the beginning of the era of e-commerce?

- a) 1955;
- b) 1960;
- c) 1970;
- d) 1980;
- e) 2000;
- f) 1999.

2. What is the name of the indicator that reflects customer activity and is measured as the ratio of the number of customers to the number of visitors over a certain period of time?

- a) the conversion rate.

- b) the digression coefficient;
- c) regression coefficient;
- d) the progression coefficient;
- e) the chi-square coefficient.

Tasks for establishing a sequence

1. Place the economic and technical prerequisites for the emergence of e-commerce in the correct order.
 - A) flexible automated control of product design and production.
 - B) automation of production.
 - C) expansion of mechanization of production.
 - D) introduction of mass production principles

2. Arrange the main stages of the commercial cycle in e-commerce in the correct order.
 - A) managing the properties of goods and services.
 - B) market research of goods and services.
 - C) notifying the market about the properties of goods and services.
 - D) preparing the market for the use of the specified properties of goods and services.
 - E) receiving, processing and executing orders for goods and services.
 - F) optimization of product flows and inventory.
 - G) settlements with customers and suppliers.
 - H) After-sales service.

Compliance tasks

1. In the e-commerce system, payments are made subject to a number of conditions. Match the name of the condition with its characteristic:

1	Preserving the integrity	But	of information A Purchase information cannot be changed by anyone
2	Authentication	B	Buyers and sellers must be sure that all parties involved in the transaction are who they say
they are 3	Means of payment C	The	ability to pay by any means available to the buyer
4	Authorization	D	The process by which a request for payment is made the transaction is approved or rejected by the payment system

Open-type tasks

1. _____ – It is the process of buying, selling, transferring, or exchanging products, services, and information through electronic means of communication.
2. _____ – This is an indicator that reflects how fully the content of a document corresponds to a specific search engine query.

PKS-1 is able to use standard methods and methods of performing professional tasks in the field of production planning and organization using modern management approaches

B1. V. 01. 07 Organization of production

Tasks with a choice of one or more possible answers

1. Choose the correct answer:

Funds that take part in the production process during one production cycle change their physical and material form, transfer their value to the newly created product immediately and return to the company's turnover in the form of cash proceeds-this is _____

1. production inventory.
2. fixed production assets.
3. circulation funds.
4. revolving funds.

2. Choose the correct answer:

The amount of work or products that an employee can perform or produce per unit of time is _____

1. time limit.
2. standard of service;
3. production rate;
4. load rate.

Tasks for establishing a sequence

1. Set the correct sequence of design pre-production steps:

1. development of technical and regulatory documentation (drawings, passports, operating instructions);
2. development of technical specifications;
3. acceptance of development results;

4. production preparation and development
5. manufacturing and testing of product samples

2. Set the correct sequence of types of work in the planned preventive maintenance system in ascending order of resource costs:

1. Routine maintenance
2. Maintenance
3. Major repairs
4. Average repairs

Compliance tasks

1. Compare the characteristics and type of ownership of the organization:

1. an organization created by individuals and legal entities through voluntary pooling of funds to generate income	a) individual
2. organizations based on voluntary pooling of participants for the purpose of performing social functions	b) joint
-stock 3. all rights are assigned to an individual subject	c) cooperative
4. organizations created by selling or transferring enterprises to their labor collectives	d) collective

2. Establish a correspondence between the type of production and the scope of work performed:

1. Mass production	1.It is characterized by the expansion of the range of manufactured products, the appearance in production, although large, but batches of parts, the inability to fully load the equipment by processing one part in a number of operations, the formation of insurance reserves.
2. Mass production	2.It is characterized by a wide variety of products produced in small quantities throughout the year, the release of which can later be repeated also in small quantities.
3. Small-scale production	3.It is characterized by a narrow nomenclature and a large volume of output of products that are continuously manufactured for a long
time4.Single	4.It is characterized by a limited range of products

production	manufactured in periodically repeating batches with a relatively large production volume.
5. Large-scale production	5. It is characterized by a wide range of manufactured products with single and small one-time production volumes throughout the year.

Open-type tasks

1. Complete the offer:

A set of organizational and technical measures for planning, preparing, organizing, monitoring and recording the necessary types of work and ensuring safe operation of equipment at minimal operating costs is_____

2. Complete the offer:

The complex of main, auxiliary, maintenance and natural processes organized in time, interruptions associated with waiting for their completion, related to the manufacture of products as a whole, parts, operations, individual production processes or their parts-is called _____

PKS 1-Is able to use standard methods and methods of performing professional tasks in the field of production planning and organization using modern management approaches

B1. V. 01. 08 Automation of accounting and analytical information processing

Tasks with a choice of one or more possible answers (choose one answer option)

1. To view previously entered documents in the 1C: Enterprise system, you can:
 - a) reports;
 - b) logs;
 - c) reference books;
 - d) transfers.
2. Entering information in the 1C: Enterprise system can be organized in:
 - a) manual operation input mode;
 - b) the standard operation mode;
 - c) automatic generation of operations based on documents;
 - d) in all the listed modes.

Tasks for establishing a sequence

1. What actions and in what sequence should be performed in the 1C systemso that the My Tasks window does not open automatically at system startup?
 - A) In the Tools menu, select User Settings.

- B) In the window that opens, in the Open list of my tasks line at startup, uncheck the box.
- C) Close the user settings window by clicking OK.

2. What sequence of actions should be performed in the 1C program to include a new full-time unit in the staffing table?

- A) In the Staffing Table window in the dashboard, click Add. Specify the name of the division where the full-time unit is open.
- B) Enter the minimum and maximum bid sizes for this full-time unit. Select the type of this bid.
- C) Select the position for which a full-time unit is created. In the Number of bids field, specify the number of vacancies available for this position.
- D) Indicate the work schedule. Hold the document.

Compliance tasks

1. Compare the name of the main concepts associated with working in the 1C system with its characteristics:

1	Configuration	A	set of metadata settings that define the structure of the information base
2	Metadata structure	B	description of accounting objects, on-screen forms, and algorithms used to organize accounting
3	User interface	C a	set of commands in the main menu and toolbar selected for the needs of a specific user
4	A set of user rights	D	programmatically defined user permissions to perform individual actions with objects systems: constants, reference books, and documents

Open-type tasks

1. Different versions _____ 1C: Enterprise systems allow you to launch different software releases.
2. In version 8.3 of the 1C: Enterprise system, the focus is on developing capabilities _____ technologies, remote work, and server optimization in such conditions.

PKS 1-Is able to use standard methods and methods of performing professional tasks in the field of production planning and organization using modern management approaches

B1. V. 01. 09 Business planning

**Tasks with a choice of one or more possible answers
(choose one answer option)**

1. The business plan has the following two directions:
 - a) internal and external
 - б) long-term and short-term
 - в) strategic and tactical.
 - г) technical and economic aspects
2. What is the main purpose of developing an investment project?
 - a) choosing the best option for technical re-equipment of the enterprise
 - б) justification of the technical feasibility and expediency of creating an object of entrepreneurial activity
 - в) making a profit when investing capital in an object of entrepreneurial activity
 - г) conducting financial rehabilitation

Tasks for establishing a sequence

1. Set the correct sequence when developing a business plan:
 - A) Company Description
 - Б) Industry Description
 - В) Description of products (works, services)
 - Г) Market Description
 - Д) Production Description
 - Е) General section (summary)
 - Ж) Production management and organization
 - З) Financial plan
 - И) Forecast of financial and investment efficiency
 - К) Sensitivity analysis
2. Set the sequence of actions to be performed when calculating the profitability of production:
 - A) determine the balance sheet profit based on the balance sheet data;

- Б) multiply by 100%.
- В) divide the balance sheet profit by the sum of the average annual value of working capital and fixed assets;
- Г) determine the sum of the average annual value of working capital and fixed assets.

Compliance tasks

1. Establish a correspondence between the directions of the business plan:

1. inform about the technical, organizational, economic, financial, legal and other advantages of an external investor and other interested organizations, municipal bodies that make decisions	A) internal
2. prepare an information dossier for the customer, a program for implementing the project proposal (business) with an assessment of the results at each stage of its implementation	B) external

2. Match the concepts in the left and right columns of the table:

1.Planning focusedon the long-term perspective, which determines the main directions forthe development of the economic entity	A) Operational-and production
2.Planning that specifies the indicators of the tactical plan in order to organize the daily rhythmic work of the enterprise	B) Tactical
3. Planning designed to assessthe feasibility of implementing a particular event (project)	C) Strategic
direction 4. Planning that focuses onmaking decisions about how the organization's resources should be allocated to achieve strategic goals.	D) Business-planning

Open-type tasks

1.According to the sources of education, there is a distinction between equity and_____.

2. _____ The planning method consists in developing a systemof indicators in which one part describing resources bysources of income is equal to the other part showingthe use of resources in all areas of their expenditure.

PKS-1 is able to use standard methods and methods of performing professional tasks in the field of production planning and organization using modern management approaches

B1. V. 01. 10 Production management

Tasks with a choice of one or more possible answers

1. What is the economic essence of the production process (one possible answer):

- a) cyclical production;
- b) formation of added value;
- c) state of the art and technologies;
- d) reducing the cost of production of the product.

2. What factors are considered to influence the content of the production process (several possible answers):

- a) product design;
- b) the duration of the production cycle;
- c) suppliers and buyers;
- d) state of the art and technologies.

Tasks for establishing a sequence

1. Set the chronological sequence of calendar and planned calculations for a single production:

- 1. Verification calculations of the utilization of production areas and equipment (volume and calendar calculations) and adjustment of the consolidated schedule in order to equalize the load for individual planning periods.
- 2. Determination of calendar advances in the work of workshops.
- 3. Calculation of the duration of the production cycle of product manufacturing (order fulfillment) and creation of cycle schedules for individual orders.
- 4. Drawing up a consolidated calendar schedule for the execution of orders accepted for production, and then clarifying calendar advances in the work of workshops.

2. Set the stages of the technological process at a machine-building enterprise in chronological order:

- 1. Processing stage (transformation of various workpieces into finished products by various methods).
- 2. Preparation stage (preparation of a blank by casting, stamping, pressing, cutting, bending metal, etc.).
- 3. Adjustment and testing of the product (bringing the product to a level suitable for its operation).

4. The assembly stage (carrying out collective events and editing metal workpieces).

Compliance tasks

1. Establish a match between the terms and their essence:

1. production process	1. the principle, the implementation of which ensures equal throughput of different jobs in the same process, proportional provision of information, material resources, personnel, etc. to jobs. D
2. proportionality	2. the principle of rational organization of processes, determined by the ratio of working hours to the total duration of the process:
3. continuity	3. the principle of rational organization of processes that characterizes the optimal path of the object of labor, information, etc
4. straightness	4. a combination of objects and tools, as well as live labor in space and time, functioning to meet the needs of production
5.	5. the principle of rational organization of processes, which characterizes the uniformity of their implementation in time.

2. Establish a correspondence between the method of organizing the production process and its essence:

1. in-line method	1. a relatively limited range of products is produced in quantities determined by their production and launch batches.
2. pipelining method	2. a wide range of products is produced in single copies.
3. the single method	3. is based on the rhythmic repeatability of the main, auxiliary and service production operations coordinated in time and space, performed at specialized workplaces located in the course of the technological process.

Open-type tasks

1. Complete the offer:

Rational spatial placement of all material elements of production at the workplace (equipment, technological and organizational equipment, inventory, etc.), which ensures economical use of the production area, high-productive and safe work of the worker. _____

2. Complete the offer:

The definition of a rational production profile, which is formed at the workplace by assigning similar operation details to it, grouped by signs of structural and technological similarity, processing accuracy, is called _____

PKS-1 is able to use standard methods and methods of performing professional tasks in the field of production planning and organization using modern management approaches

B1. V. 01. 11 Investment and innovation management

Tasks with a choice of one or more possible answers

1. J. Schumpeter meant by innovations:

- a) new combinations of factors of production;
- b) inventions;
- c) new technologies.

2. Two inventions are proposed for implementation. Choose the most cost-effective solution if:

- a) investment — 450 cu estimated income-650 CU
- b) investment—1200d. e estimated income—1500d. e.

3. Which of the ways of organizing the innovation process contributes to the maximum reduction of its duration?

- a) consistent organization of work;
- b) integrated organization of work;
- c) parallel organization of work.

Tasks for establishing a sequence

1. Arrange the stages of the innovation process in sequence.

- a) basic research;
- b) operation of a new product;
- c) bringing a new product to the consumer;
- d) development projects;
- e) applied research;
- f) manufacture of a new product.

2. Arrange these stages of the innovation life cycle in the correct order:

- a) new product development; b) market entry; c) market stabilization; d) market development;

3. Put these elements of the economic assessment of investment performance in the correct order:

- a) preliminary assessment, b) calculation of the project's profit and profitability, c) determination of the payback period of the project, d) calculation of the project's break-even point

Compliance tasks

1. Set a match

1. Modification innovations	A. implement small inventions and prevail in the phases of distribution and stable development of the scientific and technical cycle of the enterprise;
2. Improving innovations	. innovations aimed at partially improving outdated generations of equipment and technologies

2. Set a match

1.	A.'s intellectual property the creation of the human mind, human intelligence in the form of information that can be presented on a material medium and distributed in an unlimited number of copies around the world.
2. Industrial property	B. : inventions, utility models, industrial designs, trademarks and service marks, names of places of origin of goods, trade names, confidential information.

3. Set a match

1. Performance indicator of marketing forecasts	A. the ratio of the actual sales volume of innovative products to the planned volume.
2. Investment funds expenditure indicator	B. the ratio of investment funds spent on the implementation of an innovative project to the planned amount of investment.

Open-type tasks

1. A permit issued by the owner of a technology (licensor), whether or not protected by a patent, to an interested party (licensee) to use this technology for a certain period of time, in a certain territory and for a certain fee is called a license issued by the owner of a technology (licensor), protected or not protected by a patent, to an interested party (licensee).- _____

2. The ratio of the actual cost of production and sales of innovative products to the planned cost is an indicator of _____

PKS-1 is able to use standard methods and methods of performing professional tasks in the field of production planning and organization using modern management approaches

B1. V. DV. 02. 01 Business assessment

Tasks with a choice of one or more possible answers

1. What approach is a cost estimation procedure based on the principle of a direct relationship between the value of the company's business and the present value of its future income that will arise as a result of the use of property and/or its possible further sale?

- A) costly
- B) profitable
- C) comparative analysis
- D) Market

$$V = \sum_{i=1}^n V_i \times Z_i$$

2. these are:

- A) enterprise value assessment
- B) assessment of the investment portfolio
- C) business activity indicator
- D) indicator of profitability of activity

3. What is risk identification?

- a) systematization of a set of risks based on any features and criteria that allow combining subsets of risks into more general concepts
- b) the initial stage of a system of risk management measures, which consists in systematically identifying risks specific to a particular type of activity and determining their characteristics
- c) systematic scientific research of the degree of risk to which specific objects, activities and projects are exposed

Tasks for establishing a sequence

1. Arrange the stages of enterprise valuation in the correct sequence:

A) analysis of the market situation, B) identification of the problem, C) evaluation of the land plot, D) approval of the results obtained, E) preliminary inspection of the enterprise, collection and analysis of information, F) selection of assessment methods and their application, G) preparation of a report and conclusion

2. The technological process of estimating the value of a production organization as an object of ownership consists of the following consecutive stages:

A) evaluation plan, B) approval, C) report on the results of the cost assessment of the production organization, D) calculation of the required value of the object of evaluation, E) identification of the problem, F) collection and confirmation of information

Compliance tasks

1. Compare the terms and their definitions:

1. the value of a restricted market valuation	item A) the most likely price at which the item can be disposed of on the open market in competitive conditions, when the parties act reasonably, having all the necessary information, and the transaction value is not affected by any extraordinary circumstances
2. the cost of reproduction of the object of evaluation	B) the cost of the object of evaluation, the sale of which on the open market is impossible or requires additional costs in comparison with the costs required for the sale of goods freely traded on the market
3. the cost of replacing the object of evaluation	C) the sum of costs in market prices existing at the date of evaluation, for the creation of an object identical to the object of evaluation
4. market value	D) the sum of costs for creating an object similar to the object of assessment, in market prices existing at the date of assessment, taking into account the depreciation of the object of assessment

2. Compare the terms and their definitions:

1. reversion	A) a system of measures to improve the financial situation of an organization in order to prevent its bankruptcy or increase its competitiveness
2. privatization	B) transformation of expected future revenues into a lump sum currently received value of the property being evaluated
3. capitalization	C) the process of transformation of property relations, which consists in transferring state-owned objects to private ownership in various ways
4. rehabilitation	D) procedure for returning the property object in favor of the original owner

3. Match:

1. Risk analysis	A. the initial stage of the system of risk management measures, consisting in the systematic identification of risks specific to a particular type of activity, and determining their characteristics
2. Identification of risk	B. systematic scientific research of the degree of risk to which specific objects, activities and projects are exposed
3. Risk	B. a consequence of an action or omission, as a result of which there is a real possibility of obtaining uncertain results of various types

Open-type tasks

1. The coefficient showing the ratio between the market price of an enterprise or share and the financial base is...
2. Reorganization of legal entities in which "the rights and obligations of each of them are transferred to the newly created legal entity in accordance with the transfer act" is...
3. A document issued by the insurer confirming the insurance contract and containing its terms and conditions; in it, the insurer undertakes to compensate the policyholder for losses related to risks and accidents specified in the contract for a specific fee – this is...

PKS-1 is able to use standard methods and methods of performing professional tasks in the field of production planning and organization using modern management approaches

B1. V. DV. 02. 02 Company Value Management

Tasks with a choice of one or more possible answers

1. Interest accrued on the principal amount of the debt and previously unpaid interest accrued for the previous period is...
 - A) simple percentage
 - B) discounted interest rate
 - C) Compound interest
 - D) Proportional percentage
2. The process of reducing multi-time costs to one point in time; determining the current equivalent of the amount paid in the future using a discounting multiplier is...
 - A) the dividend
 - B) cash flow
 - C) capital recovery
 - D) Discounting
3. The distribution of risk by work stages refers to:
 - A) methods of risk localization
 - B) methods of risk compensation
 - C) methods of risk evasion
 - D) methods of risk diversification
4. How is the magnitude or degree of risk measured?
 - A) the average expected value of
 - B) the variability of the possible outcome
 - C) both options are correct

Tasks for establishing a sequence

1. The process of evaluating an enterprise using capital market methods and M&A transactions includes the following consecutive stages:
 - A) financial analysis of the company,
 - B) collection of market information,
 - C) selection of the multiplier,
 - D) determination of the total value of the business,
 - E)

compilation of a list of analog companies, F) calculation of multipliers for analog companies

2. The process of assessing the value of an enterprise consists of a sequence of the following stages:

A) selection and application of valuation approaches, B) conclusion of an appraisal contract, C) collection and verification of data, D) reduction of results to the final cost estimate, E) identification of the object, F) financial analysis

3. The procedure for estimating a net asset value provides for the following sequence:

A) determining the amount of the company's liabilities;

B) calculation of the difference between the market value of assets and liabilities;

C) determining the market value of all the company's assets.

4. Organization value management includes a sequence of management processes:

A) determination of target standards;

B) planning and budgeting;

C) development of a strategy;

D) organization of performance promotion and evaluation systems.

Compliance tasks

1. Compare the terms and their definitions:

1. normalization of reporting	A) bringing retrospective information for past periods to a comparable form; accounting for inflationary price changes when making cash flow forecasts and discount rates
2. inflation adjustment of reporting	B) adjustment of accounts to bring them to uniform accounting standards
3. transformation of reporting	C) is carried out in order to determine income and expenses, typical for a normally operating business

2. Compare the terms and their definitions:

1. Disposal value	A) the value of the object of evaluation, for the determination of which conditions are stipulated in the evaluation contract or regulatory legal act that are not included in the concept of market or other value specified in the Evaluation Standards
2. Liquidation value	B) the value of the enterprise for a particular investor or group of investors
3. Investment value	C) the amount of money that can actually be obtained from the sale of the property in a time frame that is too short to conduct adequate marketing in accordance with the definition of market value
4. Special value	D) the value of the object of assessment, equal to the market value of the materials that it includes, taking into account the costs of disposal of the object of assessment

3. Match:

1. Clean	A. Risks associated with the activity of the enterprise itself and its
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	contact audience
2. Internal	B's. Risk associated with changes caused by general market fluctuations, and not dependent on a particular enterprise
3. System	Requirements Risks that almost always carry losses

4. Match:

1. Risk analysis	A. the initial stage of the system of risk management measures, consisting in the systematic identification of risks specific to a particular type of activity, and determining their characteristics
2. Identification of risk	B. systematic scientific research of the degree of risk to which specific objects, activities and projects
are exposed 3. Risk	B. a consequence of an action or omission, as a result of which there is a real possibility of obtaining uncertain results of various types

Open-type tasks

1. The residual value of an enterprise after the sale of assets at the price reflected in the balance sheet and the repayment of financial liabilities of the enterprise is...
2. The amount determined by subtracting from the amount of assets of a joint-stock company accepted for settlement, the amount of its liabilities accepted for settlement is...
3. The ratio between the insurance indemnity paid and the sum insured; is an important economic indicator for the economic activity of the policyholder-it is...
4. Systematic scientific research of the degree of risk to which specific objects, activities and projects are exposed is...

PKS-1: Ability to analyze and audit financial statements, use analytical procedures in the audit, detect fraud and manipulation of financial reporting data

B1. V. 01. 05 Comprehensive analysis of economic activity

Tasks with a choice of one or more possible answers

1. What type of model is used in the analysis of material temporal production
 - a) additive
 - b) multiplicative
 - c) multiple of
 - d) mixed
2. What method of transformation of the factor model is used when modeling the dependence of the profitability of material costs
 - a) extensions
 - b) extensions

- c) abbreviations
- d) combinations

3. Asset liquidity analysis consists of:

- a) Comparing the entity's liabilities to profit
- b) Comparison of funds for the asset, grouped by the degree of liquidity, with liabilities for the liability, grouped by their maturity dates
- c) Comparison of maturity dates of accounts receivable and accounts payable

Tasks for establishing a sequence

1. Set the correct sequence for generating profit types:

- a) net profit
- b) gross profit
- c) margin profit
- d) profit from sales

2. Specify the correct sequence of economic analysis:

- a) information processing
- b) collecting information
- c) setting analysis tasks
- d) defining the object and objectives of the analysis

3. Set the sequence of actions to be performed when calculating the profitability of production:

- a) determine the balance sheet profit based on the balance sheet data;
- b) multiply by 100%.
- c) divide the balance sheet profit by the sum of the average annual value of working capital and fixed assets;
- d) determine the sum of the average annual value of working capital and fixed assets.

Compliance tasks

1. Determine whether the financial coefficients correspond to the recommended value:

1	Equity mobility ratio	A	$\geq 0.6-0.8$
2	Share of equity working capital and long-term borrowed funds covering reserves	B	≥ 0.1
3	Share of equity working capital covering reserves	B	$\geq 0.3-0.5$

2. Compare the coefficients and their calculation formulas:

1	The coefficient of financial dependence	A	the quotient of the division of sales revenue by the average amount of funds for the period
2	The coefficient of concentration of borrowed capital	B	the ratio of borrowed capital to assets
3	The turnover ratio of the	's	ratio of the currency of the analytical balance

	enterprise	f u n d s C t h e	sheet and equity
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3. Compare the concept and definition:

1	The creditworthiness of the enterprise	A	The speed of turnover of capital directly involved in production
2	the turnover of functioning capital	B	the ability to convert assets into monetary form in a short time and without significantly reducing their value
3	financial stability	C th e	legal and financial ability of the enterprise to attract borrowed funds, as well as its desire and ability to repay the loan received with interest in conditions of uncertainty the term established by the contract
4	asset liquidity	D	certain levels of supply of material reserves with own working capital and the ratio of borrowed and own funds that guarantee the organization's solvency in the future

Open-type tasks

1. The organization's balance sheet items are characterized by the following data:

- non-current assets – 10 million rubles.
- inventory and costs - 5 million rubles.
- accounts receivable – 2 million rubles.
- cash – 0.5 million rubles.

Determine the amount of borrowed funds if the amount of equity is 8 million rubles..

2. In the base period, variable costs amounted to 450 thousand rubles, fixed costs– 200 thousand rubles, and sales revenue – 700 thousand rubles.

Determine how the profit from sales will change in the period under review if sales of products increase by 20 %.

3. The following data are available: cash – 70 thousand rubles; short-term financial investments-28 thousand rubles; accounts receivable-130 thousand rubles; fixed

assets-265 thousand rubles; intangible assets-34 thousand rubles; production inventory-155 thousand rubles, accounts payable-106 thousand rubles, short-term bank credit – 95 thousand rubles; long-term loans – 180 thousand rubles. Determine the current liquidity ratio, term liquidity ratio, and absolute liquidity ratio.

PKS-1 is able to use standard methods and methods of performing professional tasks in the field of production planning and organization using modern management approaches

B1. V. 01. 06 Organization planning and design

Tasks with a choice of one or more possible answers

1. What functions does operational and production planning perform?

1. Setting production targets for various structural divisions; developing launch and release plans;
2. Operational control, accounting and regulation of plan implementation
3. Preparation of workshops and structural divisions for the implementation of planned tasks; development of start-up and production standards; calculation of the minimum allowable profit

2. What is the main objective of the balance sheet planning method?

1. Optimal distribution of costs and profits
2. Search for alternative investment options
3. Ensuring consistency between allocated needs and available resources

Tasks for establishing a sequence

1. Choose the correct sequence of planning stages in your company:

1. Defining goals and objectives; evaluating resources; defining time frames and evaluation methods; forming a team; and managing risks
2. Resource assessment; defining goals and objectives; prioritizing goals and objectives; forming a team; defining time frames and evaluation methods; creating competitive advantages; managing risks and developing an alternative action plan

3. Resource assessment; risk assessment; team building; defining goals and objectives; defining time frames and evaluation methods; implementing a plan

2. Arrange in chronological order the activities for the implementation of the planning process:

1. Determining the need for resources, planning the volume and structure of the required resources and the timing of their receipt;
2. Justification of the proposed strategies, goals and objectives that the organization plans to implement in the coming period, designing the desired future of the organization;
3. Planning ways and main means to achieve the goals and objectives set, selecting or creating the necessary means to move closer to the desired future;
4. Implementation of the developed plans and monitoring their implementation.
5. Formulation of the composition of upcoming planned problems, identification of the system of expected hazards or expected opportunities for the development of the company.

Compliance tasks

1. Make sure that the category and its definition match:

1. Standard.
2. The norm.
3. Labor productivity.
4. Cost price.

1. a scientifically based amount of expenditure of certain economic resources in specific production and technical conditions.
2. the number of products produced by an employee (staff) per unit of time, or the amount of time spent on the production of a unit of production.
3. cost estimation of material and technical, energy, labor resources, intangible assets used in the production process, as well as other costs for its production and sale
4. the standard of consumption of various resources for the production of a unit of production, the value of which corresponds to the achieved level of development of market relations with the full use of technology, advanced technology, progressive labor organization and the required

2. Match the category and its definitions:

1. Responsibility center.

2. *Just-In-Time methods.*

3. **Network planning.**

4. **Forecast.**

5. **Investment project.**

1. A planned set of measures aimed at achieving certain goals (economic and non-economic in nature) and requiring the expenditure or use of capital resources, i.e. capital-forming investments, for their implementation.
2. A subdivision that has the right to independently manage the received income, use its part of the received profit, and obligatorily deduct a part of the received profit to the parent company, which is responsible for achieving a certain result of its activities.
3. Scientific-based judgment about the possible states of the object of study (or the process of development of its individual elements) in the future, about the possibilities and timing of achieving these states. Unlike a hypothesis, a forecast describes the future based on existing patterns with an assessment of the degree of probability of achieving it.
4. A set of methods for improving the quality of work and service; it is used to improve the quality and efficiency of production activities and optimize relationships with suppliers, contractors and customers
5. A method for determining the timing of various works in their interrelation.

Open-type tasks

1. Complete the offer:

The total time of performing the main and auxiliary operations for the production of products, all the necessary breaks; the time from the start of raw materials in production to the delivery of finished products to the warehouse, this is_____.

2. Complete the offer:

The ratio of the final result obtained from the functioning of the organizational structure of the management system to the management costs is called _____

PKS-1. Able to use standard methods and methods of performing professional tasks in the field of production planning and organization using modern management approaches

Tasks with a choice of one or more possible answers

1. This solution to the problem involves a lot of effort on the part of the consumer and is characterized by a high degree of complexity and involvement:
A) The usual solution to the problem
B) A limited solution to the problem
C) Advanced problem solving
2. What stage of the consumer's decision-making process is defined as the process of obtaining information, interpreting it, storing it in memory, and reproducing it:
A) purchase
B) search for information
C) Exemption
D) Consumption

Tasks for establishing a sequence

1. With a high degree of engagement and an intelligent method of cognition, the consumer will consistently go through a chain of three levels of reaction:
A) make
B) find out
C) feel it
2. The process of perception of a new product consists of five stages:
A) Full perception (perception)
B) Rating
C) Awareness
D) Sample
E) Interest

Compliance tasks

1. Match:

1. intended (expected) quality	A) the quality that the consumer expects to receive
2. actual (suggested) quality	B) desired quality that meets all the requirements of the consumer
3. ideal quality	C) real quality that may or may not meet the standards, price or effort of the consumer spent on the purchase

2. Match:

1. innovators	A) recognize the novelty after the innovators, are
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	regional leaders, are not inclined to take risks
2. the early minority	B) are suspicious of changes, are loyal to traditions, and master the novelty when it becomes a tradition
3. the early majority	C) is the first part of the mass buyer, making up about 34%
4. later, the majority	of D) make up the second part of the mass market (34 %), but in their estimates, as a rule, people are older than middle age and with lower incomes
5. laggards	E) risk being the first to buy and use a new product or idea

Open-type tasks

1. The feeling of satisfaction that arises from the consumer who compares preliminary expectations and the real qualities of the purchased product is...
2. This type of preference relationship means that the consumer, even without being able to compare this set of A's with any other, can formulate his attitude to it (set A is no worse than himself) - ...

PKS-2. Able to carry out tactical and operational management of logistics processes, develop organizational and technical, organizational and economic and financial documentation of the enterprise

B1. V. 01. 03 Production logistics

Tasks with a choice of one or more possible answers

1. In the logistics management of production, intra-plant transportation:

1. they are eliminated if they are not rational.
2. they are considered as irrational.
3. they are carried out in accordance with the accepted organization of the production process.

2. In the just-in-time concept, work-in-progress inventory:

1. they are a necessary element of the production system;
2. they are accumulated between structural divisions;
3. they are fixed and promptly eliminated between production divisions.

3. What systems optimize the management of material flows within the technological cycle of production:

1. micrologistic;
2. in-house logistics services;
3. external logistics services.

4. Intra-warehouse transportation involves moving cargo:

1. between the pick-up area and the departure expedition.
2. between the cargo acceptance and storage area;
3. between different areas of the warehouse.
4. all answers are incorrect.

Tasks for establishing a sequence

1. Divide the goals of the logistics production subsystem into levels (from 1st to 4th):

1. ensuring the operability of the production system in a given range of qualitative and quantitative indicators;
2. improving the organization (efficiency) of production processes – implementation of the basic principles of production organization (basic and opposite to the basic ones);
3. minimization of production costs;
4. ensuring timely and complete delivery of products in accordance with the business contract.

2. Arrange the main stages of design and engineering preparation of production in the correct order:

1. development of the terms of reference.
2. development of a technical proposal;
3. drawing up a preliminary design;
4. development of a technical project;
5. development of working documentation for prototypes, installation series for serial or mass production.

3. Arrange in the correct sequence the steps that need to be performed according to the Six Sigma methodology, which aims to reduce deviations during the production process:

1. define,define),
2. measure,measure),
3. analyze,analyze),
4. improve,improve),
- 5.control.

4. Set the correct sequence of steps to be performed when implementing tasks in the field of logistics infrastructure formation:

1. determination of the required number of infrastructure facilities that provide the required capacity;
2. selecting the location for each item and its localization.
3. distribution of functional responsibilities between existing objects, coordination of their actions;

4. distribution of stocks in the logistics network at all stages of the material flow movement, justification of their optimal quantity;
5. identification of places for collecting consumer orders for the services of the logistics system and its participants.

Compliance tasks

1. Establish a correspondence between the specialization forms and their characteristics:

1. Subject specialization	A. One of the forms of target object specialization, which provides for the concentration of manufacturing individual parts of various finished products that have a design and technological similarity
2. Detailed specialization.	B. One of the forms of target object specialization, when the production division focuses on the production of different standard sizes of finished products of the same type, which have an independent functional purpose
3. Technological specialization.	c. A functional form of specialization in which the production of individual types of work, technological processes, and operations is concentrated in a production division

2. Divide the estimated indicators of the level of organization of the production process into groups:

1. Spatial indicators	of A. Continuity coefficient.
	b. Parallelism coefficient.
	B. Rhythm coefficient.
2. Time indicators	G. Direct flow coefficient.
	E. Specialization coefficient.
	e. Organizational concentration coefficient

3. Establish a correspondence between the production logistics functions and their characteristics:

1. Coordination of actions of participants in the logistics process	A. Formulation and communication of material flow management goals to individual departments, coordination of these goals with the global goals of the enterprise and ensuring on this basis the joint weakwork of all links in the logistics chain
2. Organization of material flows in production	B. Formation and establishment of spatial and temporal links between participants in the movement of goods, as well as the creation of a material flow management system at the

	enterprise.
3. Material flow planning	B. Performing such sub-functions as scientific, technical and economic forecasting, developing an action program and detailing plans

4. Select the types of goods and materials that belong to the corresponding cargo types:

1. Bulk cargo	A. Mixed feed
	B. Cereal crops.
	B. Cereals.
2. Bulk cargo	of the city of Ruda.
	D. Mineral and construction materials.
	E. Timber products.

Open-type tasks

1. What is the purpose of production logistics?
2. The ability of the production process with minimal costs in the shortest possible time to adapt to the production of new types of products, changing the volume of output of the existing product range, in accordance with the current conditions in the external and internal environment-this is ...
3. What is the Kanban method?
4. A set of warehouse, administrative, auxiliary structures, berths (for sea and river ports), specialized loading and unloading and intraterminal vehicles, railway, automobile access roads and engineering communications designed for processing cargo flows and transshipment of goods in containers from one type of transport to another in the shortest possible time is

PKS 2-Is able to carry out tactical and operational management of logistics processes, develop organizational and technical, organizational and economic and financial documentation of the enterprise

B1. V. 01. 12 Strategic management

**Tasks with a choice of one or more possible answers
(choose one answer option)**

1. Strategic management is:

- A) the decision-making process;
- B) the science of managing complex objects;
- C) science and technology of strategic management;
- D) art.

2. The concept of strategic management includes the following external factors:

- A) organizational;
- B) social;
- C) economic;
- D) legal entities;

3. The organization's goals should:

- A) set general directions for the organization's functioning;
- B) clearly and concretely record the final state;
- C) have specific deadlines for implementation;
- D) identify those responsible for achieving certain goals.

4. Non-profit businesses include (select several options):

- A) a consumer cooperative;
- B) public organizations;
- C) charitable foundations;
- D) general partnerships;
- E) joint-stock companies

Tasks for establishing a sequence

1. Establish the correct sequence of stages in the development of strategic management:

- A) extrapolation-based management;
- B) anticipating changes.
- B) management based on flexible emergency solutions;
- Γ) budget and financial control

2. Establish the correct sequence of the main elements of strategic management:

- A) Business area
- B) Mission statement
- B) Strategy
- Γ) Programs and plans
- Д) Vision

3. Establish the correct sequence of components of the strategic management model:

- A) Implementation of the strategy
- B) Strategic choice
- B) Strategic analysis
- Γ) Creating a vision

4. Create an algorithm called "goal preparation":

- A) Breaking down the original goal into a set of sub-goals (tasks)
- B) Control
- C) Ordering of sub-goals (tasks) by priority level
- D) Exclusion of possible contradictions between tasks
- E) Distribution of the task sequence over time

Compliance tasks

1. Set the correct match:

- 1. Dynamic organizations
- 2. Dynamic systems
- 3. A decentralized organization
- 4. Divisional organization
- 5. Static organizations

- 1. an organization with autonomous divisions, independent and managing, as a rule, independently and feeding on part of the resources from the center; interaction and distribution of profits with the center is regulated through contracts and contracts.
- 2. dynamically developing organizations are characterized by the desire to constantly increase the pace of their development, master new technologies, increase production, expand the range of tasks to be solved, and explore new markets in order to generate additional profit.
- 3. systems whose state changes over time
- 4. it is divided into divisions by product type, region, and so on.
- 5. all performance indicators of the organization remain unchanged for a long time.

2. Identify the correct match:

- 1. The law of unity of analysis and synthesis
- 2. The law of awareness-orderliness
- 3. The Law of Composition
- 4. The Law of Development

- 1. the more information an organization has about its internal and external environment, the more likely it is to function sustainably (self-preservation).
- 2. proportionality: each material system strives to preserve in its structure all the necessary elements (composition) that are in a given correlation or subordination (proportion).
- 3. each material system should strive to achieve the greatest total potential when passing through all stages of the life cycle.
- 4. each material system –a living organism, a social organization (an enterprise, an educational institution) - should strive to adjust to the most economical mode of functioning by constantly changing its structure or functions.

3. Set the correct match:

- 1. The Law of Self-preservation
- 2. The Law of Synergy
- 3. The law of organization Theory
- 4. Mission Statement

- 1. dependence, which is either fixed in legislative documents (the constitution), legislative acts, charters, etc.), or is a generally accepted norm for a large group of people and organizations, or

has received recognition and support from reputable scientists (synergy, proportionality and composition, etc.).

2. the purpose, meaning of the enterprise's existence (forms the views of management, expresses goals, serves as an incentive, helps to form tasks).

3. each material system (organization, collective, family) strives to preserve itself (survive) and uses its full potential (resource) to achieve it.

4. for any organization, there is a set of elements in which its potential will always be either significantly greater than the simple sum of the potentials of its elements (people, computers, etc.), or significantly less.

4. Match the concepts in the left and right columns of the table:

1. Authorized capital	A) a form of temporary borrowing of material resources on the terms of payment
2. Leasing	B) mandatory payments to the state
3. Taxes	C) long-term lease of equipment, machinery, industrial facilities

Open-type tasks

1. _____ — this is a pre-planned response of the organization to changes in the external environment, the line of its behavior chosen to achieve the desired result.

2. the process of developing, making and implementing strategic decisions, the central link of which is a strategic choice based on comparing the company's own resource potential with the opportunities and threats of the external environment. _____ .

3. The system of measures for the implementation of the strategy adopted by the enterprise, designed to solve the problems of allocating resources, powers and responsibilities among the departments (employees) involved in the implementation of the strategy, is _____ .

4. Gross violations for small businesses are -_____.

PKS-2-Is able to carry out tactical and operational management of logistics processes, develop organizational and technical, organizational and economic and financial documentation of the enterprise

B1. V. 01. 13 Financial management

Tasks with a choice of one or more possible answers

1. The financial flow of logistics is:

a) directed movement of financial resources;

- b) any movement of financial resources;
- c) a flow that is homogeneous in its composition, direction of movement and destination;
- d) the flow accompanying the material and (or) information flow.

2. The following measures of financial recovery correspond to the stage of restoring the organization's solvency:

- a) acceleration of collection of accounts receivable, use of factoring;
- b) prolongation of short-term loans and borrowings;
- c) acceleration of working capital turnover.

3. The concept of "profitability threshold "(critical point, break-even point) reflects:

- a) the ratio of profit from sales to revenue from sales (excluding taxes);
- b) revenue from sales, in which the company has neither losses nor profits;
- c) the minimum required amount of revenue to compensate for fixed costs of production and sale of products;
- d) the value of the ratio of profit received to production costs;
- e) the net income of the enterprise in cash required for extended reproduction.

Tasks for establishing a sequence

1. To justify the indicators of financial plans, anticipate the financial situation for a particular time period, set the sequence of stages of financial forecasting:

- a) making a sales forecast using statistical and other methods;
- b) making a forecast of variable costs;
- c) calculation of external financing needs and search for appropriate sources (taking into account the rational structure of the organization's sources of funds);
- d) making a forecast of investments in fixed and current assets required for the forecast sales volume.

2. To evaluate asset quality, set the sequence of analysis of the following interrelated blocks:

- a) analysis of the composition, structure and dynamics of aggregated (enlarged) asset groups;
- b) ranking (grouping) and valuation of assets according to the degree of liquidity;
- c) detailed analysis of individual elements of non-current and current assets, identification of excessive accumulation of tangible assets, unjustified diversion of funds;
- d) calculation and evaluation of the dynamics of indicators of turnover (return) of assets in general and their types;
- e) factor analysis of asset utilization efficiency;
- f) assessment of asset utilization efficiency.

3. Set the sequence of the process of analyzing the formation and use of working capital as follows:

- a) determine the composition, structure and dynamics of current assets;
- b) determine the organization's need for working capital;

- c) justify the choice of optimal sources of financing of current assets;
- d) evaluate the efficiency of working capital use;
- e) calculate the impact of the turnover rate of current assets on the level of liquidity and profitability.

Compliance tasks

1. Relate the definitions to the main concepts:

1. Liquidity	1. Property of assets to be quickly converted to means of payment
2. Solvency	2. The ability of an economic entity to repay its short-term liabilities at any time
3. Financial sustainability	3. The state of capital in the process of its circulation, and the ability of a business entity to self-develop at a fixed point in time
4. Financial condition	4. Status of the company's accounts, which guarantees its permanent solvency

2. Determine whether the indicator corresponds to the formula for calculating it:

1. Coefficient of provision of own working capital	1. The ratio of net profit to the average cost of equity
2. Debt - equity ratio	2. Characterizes the share of own funds in the total amount of sources of financing
3. The coefficient of financial independence	3. The amount of borrowed funds per 1 ruble of equity
4. Return on equity	4. Describes the share of own funds in the total amount of funding sources

3. Establish a correspondence between the types of bankruptcy of enterprises and their characteristics:

1. Real bankruptcy	1. It is caused by an excess of the company's balance sheet asset over its liability or a large amount of receivables. In this case, administrative and external management procedures can be used to restore the company's solvency.
2. Temporary (conditional) bankruptcy	2. A situation where the management of an enterprise specifically brings it to bankruptcy, plundering its funds in various ways. Deliberate bankruptcy of a legal entity is prosecuted by law.
3. Deliberate (intentional) bankruptcy	3. Knowingly false declaration of insolvency in order to obtain deferral and installment payments from creditors. Those responsible for fictitious bankruptcy and withholding assets to pay off debts are also prosecuted.
4. Fictitious bankruptcy	4. This type is characterized by the inability of the enterprise to restore its solvency due to real capital losses. The company is declared insolvent by the arbitration court in accordance with the bankruptcy law. Bankruptcy of an organization occurs due to inefficient management of the company.

Open-type tasks

1. The company can invest 1 million rubles to expand production. own funds and 500 thousand rubles taken on credit. The loan interest rate, including debt service, is 30%. The economic profitability of the enterprise is 45%. The income tax rate is 35%. Determine: leverage of financial leverage; differential of financial leverage; expected effect of financial leverage.

2. Calculate the profit from output, product profitability, and return on sales at the beginning of the planned year, based on the following data:

Indicators	Report for 9 months of the current year	Expected execution of the plan for the IV quarter of the current year
Output		
a) at wholesale prices of the enterprise	38 600	10 300
b) at full cost	31 200	8 100

3. Revenue from the sale of products – 500 thousand rubles, production costs-350 thousand rubles, profit from the sale of tangible assets-15 thousand rubles, profit received from the rental of property - 5 thousand rubles, tax payments amounted to 70 thousand rubles, the amount of the company's equity - 1600 thousand rubles.

Define:

1. net profit;
2. return on sales;
3. return on equity of the enterprise.

PKS-2. Able to carry out tactical and operational management of logistics processes, develop organizational and technical, organizational and economic and financial documentation of the enterprise

B1. V. DV. 01. 01 Sales Management

Tasks with a choice of one or more possible answers

1. A broker is:

1. natural or legal persons who, on the basis of a contract with the seller or buyer, have the right to facilitate the conclusion of transactions for a relatively long period;
2. individuals or legal entities that find mutually interested sellers and buyers, bring them together, but do not participate in the transaction, either on their own behalf or on behalf of the guarantor;

3. an individual or legal entity that serves various industries, has warehouses and vehicles, and performs commercial activities on its own behalf and at its own expense.

2. The cost of transportation depends on:

1. type of cargo;
2. operational conditions;
3. transportation distances;
4. all answers are correct.

3. Vertical display of products:

1. the method of display ("ribbon" display), when the goods of the same name are laid out on the shelves of one slide in several rows from top to bottom;
2. the layout method, when goods of the same name are placed on one or two shelves along the entire length of the equipment installed in a line;
3. layout, which is used at additional points of sale, free-standing branded stands and racks are used.

4. Selling a product or service at a price lower than its own costs for the purpose of promoting the product or service is:

1. sales are flexible.
2. selling in installments;
3. selling at a loss.

Tasks for establishing a sequence

1. Arrange the steps in the sales planning process in the correct order:

1. development of forecasts of market development prospects;
2. develop a budget for estimated revenue and sales costs;
3. creating an action plan – a contact plan for managers with clients.

2. Set the correct sequence of design stages for the cargo delivery system:

1. choosing the best option for the delivery system;
2. assessment of the quality of the proposed options for the cargo delivery system;
3. development of possible options for the delivery system (determining the composition of participants in the delivery process);
4. order processing and determination of the customer's requirements for the delivery system;
5. conclusion of contracts with participants in the delivery process for the selected option.

3. Set the correct sequence of stages for any transport and technological scheme:

1. preparation of products for transfer to transport;

2. delivery of cargo to the terminal of the main mode of transport;
3. transport and storage operations at the stage of cargo loading;
4. transportation of goods by main modes of transport;
5. transport and storage operations at the stage of cargo unloading;
6. cargo removal from the terminal of the main mode of transport and its delivery to supply and distribution bases (warehouse distribution centers);
7. delivery of cargo from the base to the consumer.

4. Arrange in the correct sequence the steps that need to be performed to implement the loyalty program in the company:

1. identifying key customers and targeting them;
2. determine what needs to be done to increase your existing loyalty.
3. selection of appropriate and effective tools for implementing the program in order to correctly influence clients;
4. formation and approval of the loyalty program implementation budget;
5. periodic adjustment of the loyalty program.

Compliance tasks

1. Establish a correspondence between the types of retail businesses and their characteristics:

1. Department stores	A. Stores that sell a universal range of food and / or non-food products
2. Specialty stores	B. Stores that sell several groups of products that are connected by a common demand or meet any customer needs
3. Stores with a combined range of goods.	B. Stores that sell the same product group.

2. Establish a correspondence between the types of retail businesses and their characteristics:

1. Self-service stores	A. The functions of sales floor employees are mainly limited to advising customers, displaying goods, and monitoring their safety.
2. Stores that use the B-sample sales method.	It provides for the display of samples in the sales hall and independent familiarization of customers with them.
3. Stores that use the B pre-order method	. Orders in oral or written form can be accepted at the store, at the place of work, or at the customer's home

3. Establish a correspondence between the areas of sales planning and the planned indicators:

1. Product planning	A. Price level.
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	B. Number of transactions
2. Customer planning	B. Product range structure.
	d. Average order size for the period.

4. Establish a correspondence between the types of transportation and their characteristics:

1. Mixed (combined) type of transportation	A. Cargo delivery, where several modes of transport are used, i.e. cargo is left from the starting point to the conditional point by one mode of transport, at the connecting point in a short time without warehousing, the cargo is transferred to another mode of transport and a new document is issued for this cargo.
2. Multimodal transportation	B. The use of several modes of transport, the presence of a single contract of carriage and the presence of a single operator's responsibility.
3. Intermodal transportation	B. Transportation is carried out without changing the weight of the cargo, i.e. when changing transport, the volume of cargo does not decrease or increase; transportation is carried out by one carrier, according to one carriage document at a single tariff.

Open-type tasks

1. What is the name of a large self-service department store that sells a full range of food and beverages, related household goods, sanitation and hygiene items, food and feed for animals, goods for motorists, toys, perfume and cosmetics, tableware, household appliances, etc., with a retail area of 500 to 2500 square meters? M., do you have to have storage facilities and own production facilities?
2. What is the name of an individual or legal entity that serves various industries, has warehouses and vehicles, and performs commercial activities on its own behalf and at its own expense?
3. What is direct rail transportation?
4. What are the aggregate characteristics that make a product stand out in the eyes of consumers, make it recognizable and attractive?

PKS-2-Is able to carry out tactical and operational management of logistics processes, develop organizational and technical, organizational and economic and financial documentation of the enterprise

B1. V. DV. 01. 02 Commercial activity

Tasks with a choice of one or more possible answers

1. What does commercial work on identifying or studying the sources of commodity resources include?

- a) search for potential suppliers of goods offering products at low prices;
- b) search for potential suppliers of goods offering competitive products of high quality, a diverse range at reasonable prices;
- c) search for potential suppliers of goods offering high-quality products at high prices;
- d) search for potential suppliers of goods offering new products.

2. What elements of commercial activity are performed at the stage of registration of business relations?

- a) delivery of goods, conducting claims work, determining ways to sell goods, studying the market of goods;
- b) legal justification of contractual obligations, identification of possible sources of procurement, accounting and monitoring of the fulfillment of contractual obligations;
- c) legal justification of contractual obligations, identification of possible sources of procurement, study of the market of goods;
- d) approval of conditions for the functioning of business relations, elimination of disagreements under contracts, preparation of the text of the delivery contract.

3. What is the object of commercial activity?

- a) goods (other than real estate); securities and currency;
- b) transport, housing and communal services, consumer services, education, culture, healthcare and science;
- c) advertising; representation services;
- d) audit; consulting;
- e) goods (except real estate); securities and currency; transport, housing and communal services, consumer services, education, culture, health and science; advertising; representation services; audit; consulting.

4. "Commerce" means:

- a) activities that ensure the process of commodity movement and are aimed at making a profit;
- b) activities aimed at making a profit through the purchase and sale of goods;
- c) activities aimed at performing intermediary operations for the purchase and sale of goods;
- d) activities aimed at intra-warehouse processing of goods during the purchase and sale of goods.

Tasks for establishing a sequence

1. Establish the sequence of stages of commercial activity, carried out by trade organizations:

- a) selection of suppliers of goods;
- b) collection and analysis of information on market conditions;
- c) forming the product range
- d) determining the need for goods;
- e) commercial activity in the wholesale and retail sale of goods;
- f) establishing business relationships with suppliers;
- g) advertising and information activities;
- h) inventory management;
- j) provision of trade services.

2. Set the sequence of steps for forming the product range:

- a) development of product assortment lists and control over their implementation;
- b) updating the range of products depending on changes in demand for them;
- c) ensuring the necessary breadth and completeness of the product range;
- d) to influence producers of goods in order to update and improve the goods they produce.

3. Establish the sequence of the main stages of procurement under 44-FZ and 223-FZ in the modern business practice of Russian companies:

- a) drawing up a procurement plan for a specific period;
- b) determination of the need for procurement and its justification;
- c) announcement of the next purchase;
- d) collecting proposals from potential suppliers;
- e) defining the parameters of a specific purchase;
- f) determination of the winner of this purchase;
- g) execution of the contract;
- h) conclusion of the contract;
- i) forecasting purchases.

4. Set the correct sequence of sales process steps:

- a) product presentation,
- b) establishing contact with the client
- c) conclusion of a transaction
- d) preparing for the meeting
- e) processing of objections

Compliance tasks

1. Relate the definitions to the main concepts:

1. Information flow	1. obtaining up-to-date information in order to control material flows in the required place at a strictly set time with minimal financial losses
2 Information logistics	2. it is a collection of data flowing in the logistics information system, between the logistics system and the external environment, which are necessary for managing, analyzing and controlling business processes
3. Economic Information	3. it is a set of organizational, technical, software and information

System (EIS)	tools combined into a single system for the purpose of collecting, storing, processing and issuing the necessary information intended for performing management functions
4. Enterprise competitiveness	4. relative characteristics that reflect the difference between the development process of a given manufacturer and a competitor's manufacturer both in terms of the degree to which their goods or services meet a specific social need, and in terms of the efficiency of production activities
5. Marketing Information System (MIS)	5. allows you to solve, optimize, and automate tasks related to planning and managing primarily warehouse and transport resources.
6. Logistics Information System (LIS)	6. allows you to identify problems and weaknesses in the company's work; find opportunities for development and growth points; evaluate the effectiveness of current activities and decisions made; manage relationships with customers and partners; increase profits and save employees time on routine tasks.

2. Establish the correspondence of the main forms of electronic commerce with their characteristics:

1. C2C "Consumer-to-Consumer C2C Consumer"	1. a specialized Internet resource that provides users with a virtual information space for carrying out electronic commercial activities
2. B2C "Business-Consumer"	2. Through such systems, government agencies and agencies conduct their purchases on the open market. An example is the Russian public Procurement portal
3. B2B "Business-to-Business"	3. a term that denotes a commercial relationship between an organization and a third-party organization, i.e. one organization works for another
4. B2G "Business-State"	4. a term denoting the commercial relationship between an organization and a private, so-called "end" consumer
5. E-rendering - web platform	5. electronic trading platforms ("flea markets") are used for the interaction of end-users with end-users, which are characterized by the predominance of lots for sale. In this case, the site acts as an intermediary between the buyer and seller. For example: A hammer. Ru, From hand to hand, auto.ru, ebay.com etc.

3. Match the type of sign and its symbols:

1. Fullname	1. a trade name, trade mark, trademark image or a combination thereof, officially registered in the International Register and-legally protected
2. Form sign 2. a word, letter, or group of words or letters that can be pronounced 3. ирменный знак	2. a word, letter, or group of words or letters that can be pronounced
Teak sign	3. symbol, pattern, distinctive color or designation

4. Establish a correspondence between the sales stages and their description:

1. preparation	of a. establishing a trusting relationship with the client
2. presentation	b. identifying the client's needs and interests
3. handling objections	B. demonstration of the product and its advantages
4. conclusion of the transaction	d. customer's decision to purchase
5. establishing contact	D. answers to the client's questions and doubts

Open-type tasks

1. When selling products, the company focuses on three market segments. In the first segment, sales in the previous period amounted to 8 million units, while the market capacity in this segment is 24 million units. It is expected that in the current year the market capacity in this segment will increase by 2%, the company's share – by 5 %. In the second segment, the company's share is 6%, sales volume is 5 million units. It is assumed that the market capacity will increase by 14% while maintaining the company's share in this segment. In the third segment, the market capacity is 45 million units, the company's share is 18%. No changes are expected. Determine the company's sales volume in the current year under the above conditions.
2. The founders decided that the main economic activity of a commercial enterprise will be retail trade. Will the company need an assortment list? If not, why not? If so, for what purpose?
3. The supplier has repeatedly violated the terms of delivery of the goods specified in the contract. What rights does the buyer have in this situation? Justify the answer.
4. A formal offer to conclude a commercial transaction containing all the essential terms of the agreement: assortment, quantity, prices, terms, liability of the parties, etc. is called - _____