

## Практичне заняття 1 для ОП «ЕУРЗ»

Тема 1. Фахова та наукова термінологія іноземною мовою  
у сфері міжнародної економіки і сфері економіки та управління ринком землі

**Завдання 1.** Прочитайте та перекладіть уривок з підручника *Policy and Theory of International Economics* by Steve Suranovic

Factor mobility refers to the ability to move factors of production—labor, capital, or land—out of one production process into another. Factor mobility may involve the movement of factors between firms within an industry, as when one steel plant closes but sells its production equipment to another steel firm. Mobility may involve the movement of factors across industries within a country, as when a worker leaves employment at a textile firm and begins work at an automobile factory. Finally, mobility may involve the movement of factors between countries either within industries or across industries, as when a farm worker migrates to another country or when a factory is moved abroad.

The assumption that factors are easily movable across industries within a country is somewhat unrealistic, especially in the short run. Indeed, this assumption has been a standard source of criticism for traditional trade models. In the Ricardian and Heckscher-Ohlin models, factors are assumed to be homogeneous and freely and costlessly mobile between industries. When changes occur in the economy requiring the expansion of one industry and the contraction of another, it just happens. There are no search, transportation, or transaction costs. There is no unemployment of resources. Also, since the factors are assumed to be homogeneous, once transferred to a completely different industry, they immediately become just as productive as the factors that had originally been employed in that industry. Clearly, these conditions cannot be expected to hold in very many realistic situations. For some, this inconsistency is enough to cast doubt on all the propositions that result from these theories.

Factors of production are potentially mobile in three distinct ways: between firms within the same industry; between industries within the same country; between firms or industries across countries.

A standard simplifying assumption in many trade models is that factors of production are freely and costlessly mobile between firms and between industries but not between countries. The immobile factor model and the specific factor model are two models that assume a degree of factor immobility between industries.

Domestic factor mobility refers to the ease with which productive factors like labor, capital, land, natural resources, and so on can be reallocated across sectors within the domestic economy. Different degrees of mobility arise because there are different costs associated with moving factors between industries.

The degree of mobility of factors across industries is greatly affected by the passage of time. In the very, very short run—say, over a few weeks' time—most unemployed factors are difficult to move to another industry. Even the worker whose

skills are readily adaptable to a variety of industries would still have to take time to search for a new job. Alternatively, a worker in high demand in another industry might arrange for a brief vacation between jobs. This means that over the very short run, almost all factors are relatively immobile.

The immobile factor model highlights the effects of factor immobility between industries within a country when a country moves to free trade. The model is the standard Ricardian model with one variation in its assumptions. Whereas in the Ricardian model, labor can move costlessly between industries, in the immobile factor model, we assume that the cost of moving a factor is prohibitive. This implies that labor, the only factor, remains stuck in its original industry as the country moves from autarky to free trade.

**Завдання 2.** Прочитайте та перекладіть текст із підручника Environmental economics.

How do neoclassical economists perceive the role the ‘natural’ environment plays on the human economy? For our purpose here, the natural environment could be defined as the physical, chemical and biological surroundings that humans and other living species depend on as a life support. As shown in Figure 1.1, in specific terms the economy is assumed to depend on the natural environment for three distinctive purposes: (a) the extraction of nonrenewable resources (such as iron ore, fossil fuels, etc.) and the harvest of renewable resources (such as fish of various species, agricultural products, forest products, etc.) to be used as factors of production; (b) the disposal and assimilation of wastes; and (c) the consumption of environmental amenities (such as bird watching, canoeing, hiking national park trails, observing a morning sunrise or an evening sunset, etc.). Thus, broadly viewed, the economy is assumed to be completely dependent on the natural environment for raw materials, the disposal of waste materials and amenities.

Дайте відповіді на питання англійською мовою:

1. Яким є погляд економістів неокласиків на взаємозв'язок економіки та природи?
2. Якими є основні елементи природи вмонтовані в економічну систему?
3. Чому економічне зростання залежить від наявних природних ресурсів?

**Завдання 3.** Знійдіть додатковий матеріал англійською мовою, який би розкривав економічні погляди Мальтуса, Маркса та Рікардо на проблему меж зростання.

1. Якими є обмеження економічного зростання згідно Мальтуса, Маркса та Рікардо ?
2. Хто є авторами теорій меж зростання?
3. У чомі полягають погляди Мальтуса, Маркса та Рікардо на межі зростання?
4. У який спосіб пов'язані між собою економічне зростання та ресурсний потенціал країни?

**Завдання 4.** Перекладіть терміни з англійської на українську мову:

'Natural' environment, environmental amenities, resource extraction, problem of scarcity, economic value of natural resources, production and consumption sectors of an economy, physical, chemical and biological surroundings, relationships between the human economy and the natural environment, allocating, Invisible Hand theorem.

## Практичне заняття 1 для ОП «МЕ».

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**Завдання 1.** Прочитайте та перекладіть уривок з підручника Policy and Theory of International Economics by Steve Suranovic

First, tariff reductions will quite likely reduce tariff revenue. For many developing countries today, tariff revenue makes up a substantial portion of the government's total revenue, sometimes as much as 20 percent to 30 percent. This is similar to the early days of currently developed countries. In the 1800s, tariff revenue made up as much as 50 percent of the U.S. federal government's revenue. In 1790, at the time of the founding of the nation, the U.S. government earned about 90 percent of its revenue from tariff collections. The main reason tariff revenue makes up such a large portion of a developing country's total government revenue is that tariffs are an administratively simple way to collect revenue. It is much easier than an income tax or profit tax, since those require careful accounting and monitoring. With tariffs, you simply need to park some guards at the ports and borders and collect money as goods come across.

The second problem caused by trade liberalization is that the tariff reductions will injure domestic firms and workers. Tariff reductions will cause domestic prices for imported goods to fall, reducing domestic production and producer surplus and possibly leading to layoffs of workers in the import-competing industries. Tradeliberalizing countries might like to prevent some of these negative effects from occurring. This section then gives a possible solution. To make up for the lost tariff revenue, a country could simply implement a consumption tax. Consumption taxes are popular forms of taxation around the world. To mitigate the injury to its domestic firms, the country could implement production subsidies, which could forestall the negative impact caused by trade liberalization and could be paid for with extra revenue collected with the consumption tax.

This section demonstrates that if the consumption tax and production subsidy happened to be set on an imported product at equal values and at the same rate as the tariff reduction, then the two domestic policies would combine to fully duplicate the tariff's effects. In this case, trade liberalization would have no effect.

The General Agreement on Tariffs and Trade (GATT) and the World Trade Organization (WTO) agreements have always been cognizant of this particular possibility. The original text says that if after trade liberalization a country takes domestic actions nullifying the benefit that should accrue to the foreign export firms, then a country would be in violation of its GATT (or now WTO) commitments. In other words, it is a GATT/WTO violation to directly substitute domestic policies that duplicate the original effects of the tariff.

Nonetheless, even though a policy response like a production subsidy/consumption tax combination set only on trade liberalized products is unlikely,

countries will still feel the effects of lost revenue and injury to import-competing producers. Thus, countries will look for ways to compensate for the lost revenue and perhaps help out hard-hit industries.

A domestic consumption tax on a product imported by a small country plus a domestic production subsidy set at the same rate as the tax has the same price and welfare effects as a tariff set at the same rate on the same imported product.

The effects of trade liberalization could be offset with a domestic production subsidy and consumption tax combination on the imported good. However, these actions would be a WTO violation for WTO member countries.

**Завдання 2.** Прочитайте та перекладіть текст An Intro to Machine Translation: Understand When to Use MT and When to Avoid It by Calvin Scharffs. Створіть схему використання машинного перекладу.

Machine translation (MT) is a perfectly acceptable translation alternative, but trouble often follows when there is a lack of understanding or unrealistic expectations. It's time to explain MT—what it is, what it can and cannot do, and most important, when to use it. Managing expectations of MT is critical to customer satisfaction and to the quality assurance we want to offer our clientele.

What is Machine Translation (MT)?

Machine translation uses software to translate text or speech from one language to another. MT uses a machine translation engine to perform simple substitution of words in one language for words in another, but that alone doesn't usually produce the highest quality translation of a text. For more accurate translation, recognition of whole phrases and their closest counterparts in the target language is needed.

Sometimes the general meaning of the text is all you need. In those cases, MT provides an acceptable level translation. MT is a good option if you're on a tight budget, looking for immediate translation, and are okay with less than perfect quality. Use MT to translate less important types of content like tweets, blog comments, blog posts, forums, or message boards.

MT Strengths:

- It's the fastest way to translate your content into a new language.
- It's less expensive.
- You can add a human review of MT to improve the quality.
- You can use translation memories (TM) to remember your key terms.
- You can integrate MT with a cloud-based TMS.
- It's good for translating web content and web pages.

MT Weaknesses:

- Depending on the language pairs, it has a 60 - 80% accuracy rate.
- Some content translates better with MT than others:
- Different languages work better with different MT engines.
- Some MT engines perform better with different subjects.

– It is difficult to translate technical terms, slang, or nuanced meanings. The suggestion would be to choose a TMS with a platform that integrates with several popular MT providers, so you can see your translated content immediately. If you have an MT provider that has an exposed API, most connectors should be able to integrate with it.

Some engines specialize in a special language group or region (such as Asian or Middle Eastern languages), others specialize by content type. There are many engines available on the market. The key is to research and consider the type of engine that will be a good fit for your content.

#### Content Value Index

Not all content is created equal. This Content Value Index lets you match your content translation needs with the right type of translation and review. MT offers good translation, community translation is better, and translation done by certified professional linguists is the best. The Content Value Index can help you determine if your content requires good, better, or best translation quality.

**Machine Translation.** Sometimes the general meaning of a text is all you need from your translation. Machine translation in addition to Translation Memory (TM) provides the perfect combination of rapid, trusted and cost-effective translations when getting the general meaning across is sufficient.

**Community Translation.** Translating with community users provides colloquial and subject matter accuracy for lower cost and reasonable speed. Community translation is less expensive, but may not provide the level of quality and consistency offered by professional translators. Use Community Translation for knowledge base articles, video subtitles, simple web pages, podcast transcripts, Wiki entries, and online newspapers.

**Professional Translation.** Professional translation offers the highest quality and includes additional levels of review to ensure accuracy. Use Professional Translation for very important content like press releases, brochures, and white papers, to name a few items.

**Conclusion.** If you wanted to set a land speed record, you wouldn't choose a bike. If you wanted to cruise around town and take in the sites, you wouldn't choose a bullet car that travels over 300 mph. It's all about choosing the right vehicle for the task at hand. The same is true for translation. There will be projects where MT is a perfect fit and there are other projects where it isn't recommended. By understanding what MT is--the strengths and weaknesses—you'll find that it is a perfectly suitable tool that can improve the cost and efficiency of your translations.

**Завдання 3.** Знайдіть додатковий матеріал англійською мовою, який би розкривав економічні погляди Мальтуса, Маркса та Рікардо на проблему меж зростання.

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**Завдання 4.** Перекладіть терміни з англійської на українську мову:

Invisible Hand theorem, Shallow integration, Deep integration, Foreign direct investment, Autarky, An absolute advantage, Comparative advantage, Mercantilism, Factor abundance, Offshoring, outsourcing, Tariff, Zero-sum game, Dumping, Pollution Haven, GDP,

Практичне заняття 2 для ОП «МЕ» та для ОП «ЕУРЗ».

Тема 2. Професійне спілкування англійською мовою в письмовій формі

**Завдання 1.** Прочитайте та перекладіть зразок резюме (curriculum vitae).  
Створіть власний варіант резюме.

Simon Raye | Purchasing & Stock Control Manager

Location: xxxxxxxxxxx Telephone: xxxxxxxxxxxxxxxx Email: xxxxxxxxxxxx

### Professional Profile

Hugely experienced purchasing, stock control and logistics specialist with an exemplary career spanning the last 20 years for a national tile supplier and latterly an international lighting and design company.

Utilising my end-to-end experience of the supply chain, I have been pivotal to operational enhancements in stock control and purchase that have maximised ROI. I have implemented procedures to reduce variance, upskilled staff on handling to minimise loss and liaised cross-functionally to maintain sufficient levels of goods to meet consumer demands whilst balancing business needs to minimise warehouse holding costs. The hallmark of my work is developing and sustaining relationships with suppliers, distributors and internal staff to ensure the day to day operations of any business under my supervision operate at maximum capability.

### Core Skills

Purchasing/Procurement Sales/Operational Planning Staff Training/Leadership

Inventory Management Quality Control Supplier Management MI

Variance Analysis Reporting

Supply Chain Stock Takes/Auditing Stakeholder Management

### Career

### Summary

Jan 2007 – Dec 2022

Purchasing & Stock Control Manager

#### Outline

Sole purchasing professional for 2 branches of this family owned lighting and design company. Full sign off authority for all supplier dealings (other than overseas).

Direct reporting line to the Directors.

#### Key Responsibilities

– Managed inventories, deliveries, reconciled stock queries, calculated stock prices and liaised with management re stock forecasting and daily stock reports.

– Delivered a customer focused supply business plan to support the overall business strategy.



- Reviewed and revised bought-in stock i.e. usage, lead times, re-order schedules. – Reviewed suppliers lead times/pricing to identify efficiencies and savings and set-up supplier changes where appropriate -followed up quality/non-conformance issues with suppliers.
- Life cycle managed the Amazon account – order to dispatch.
- Coordinated the annual stocktake/audit and assisted into investigations on post stock take discrepancies.

Jul 2003 – Dec 2006

**Purchasing Assistant**

Outline

Responsible for 3 branches and acted as the key contact between central stock control, the group and all regional operations to minimise disruption to the supply chain.

Key Responsibilities

- Led 7 staff for all warehouse operations – deliveries, storage, handling, shipping and stock
- Cross-checked inventory on a daily basis against domestic and international invoices and raised queries with suppliers where needed.
- Coordinated bi-annual stock takes and conducted variance analysis.
- Liaised regularly with suppliers and sales reference retail/housebuilder projects to ensure availability of goods in line with client timelines. – Health & Safety Committee member.

**Завдання 2.** Прочитайте та перекладіть зразок листа зацікавленості. Створіть власний лист зацікавленості.

Your Name

Your Address

Your City, State Zip Code

Your Phone Number

Your Email

Date

Name

Job Title

Company

Street

City, State, ZIP

Dear Mr./Ms. LastName,

The American Company has been recognized as one of the best places to work in the country for IT professionals.

You have deliberately set out to create this culture, and it shows! It is my understanding that you have been deluged with resumes since Computerland released their list of the best companies at which to work.

Mine is one more, but I do have some experience that is hard to come by, and sets me apart from my peers.

My IT experience gives me a unique ability to apply technology, in all its forms, to business processes. Some of my business process knowledge includes accounting, finance, facilities, inventory control, budgeting, vendor management and various operational processes.

I have experience with merger/acquisition events, high growth challenges, technology replacement projects and IT process improvement.

I have delivered large technology projects on schedule/on budget and in alignment with the business strategy. Companies I have worked for include ICM, HEP, IBX and SED.

I would appreciate an opportunity to talk with you or someone in your organization to see where my skill set would be of the greatest benefit to your company.

Sincerely,

Your Signature (hard copy letter) Your Typed Name

**Завдання 3.** Написання мотиваційного листа вимагає дотримання певних вимог. Прочитайте і перекладіть текст щодо особливостей його написання для програми Erasmus.

FINALLY, I can say it without any superstition-related hesitations: I'm going on Erasmus next year. To be more specific, in August I will leave my beloved Venice to move to Amsterdam, where I will be an exchange student in the Humanities department.

But, first, the Erasmus program: what is it? Namely: European Region Action Scheme for the Mobility of University Students. In other words, Erasmus is a European exchange program which allows university students to spend a semester or two in a partner university without paying additional fees.

**How can you apply?** Well, it depends on your home university requirements and designated process, therefore have a look at its website, in particular at the international section or, if present, the Erasmus out page. What is almost certain is that you'll need to write a motivation letter, explaining why you want to be an exchange student and why you should be chosen over the other applicants. Since I've been through the whole writing process with its anxiety and uncertainty, here's a few tips which will help you write a great letter.

**Do research.** My first advice would be to gather as much information as possible in order to mention a few aspects which made you choose to apply for the exchange program in that specific destination and university. Have a look at study plans, university activities and student societies or organizations you'd like to join.

For instance, when I applied for the UVA, I spent hours on their website looking for information. After all, it is also useful for you, since you might actually go there. Name a few courses you might be interested in and why, how relevant they are to your interests and study plan. Moreover, I'd also mention if you'd like to participate to any of the activities organized by the university: for instance, I wrote about CREA and its courses, which I actually intend to take. Look for reasons why that particular city appeals to you or would improve your curriculum for a future career.

**Ask for advice.** Don't just rely on the internet, your university instructions or your instinct. Ask questions, advice to other people, especially to your university colleagues who actually got the place. Look for the results of the previous year and contact the winners, ask them tips or, if they are so kind to do so, to send you their own motivation letter as a sample. I for one was so lucky that my friend Chiara sent me hers and I will be forever grateful to her.

**Make it well-structured and correct in terms of grammar.** Good presentation is pivotal. A well-written letter will show interest, care and will be much more convincing than an improvised or neglected one. Don't forget that you'll be representing your faculty abroad, therefore the examiners will choose those people who would do their best. Be concise, clear and correct: you don't need to write like Shakespeare, but you need to be communicative and communicate effectively.

**Be argumentative rather than emotional.** Mention you're fond of travel or the place itself, but don't exaggerate with being emotional. The examiners are reading lots of applications and I bet you're not the only one who loves travelling. Be concrete, find multiple reasons why you want to go. Language, personal experience, curriculum enrichment are just a few suggestions; find your own unique reasons to go and convince them to choose you.

**Завдання 4.** Прочитайте та перекладіть зразок мотиваційного листа для участі програмі ERASMUS. Напишіть власний лист.

Dear Sir or Madam:

With this letter, I would like to express my interest in studying at the University of XY as an Erasmus student.

I am currently studying Master's Degree program in Regional Geography at the ABC University in London. Having looked through the materials of the Foreign Department of my university, I was very delighted to find the opportunity to spend one semester learning geography at the University of XY. I have decided to apply for this program because I am sure it would strongly enrich my future studies and help me in my prospective career. Moreover, I consider this program as a great opportunity to get in touch with British culture and educational system. Last but not least, I am very curious about different approaches to the geography at the foreign university.

I have chosen to apply for University of XY, because I really like its module system of study. I specially appreciate the wide range of offered modules and the freedom in making your study plan. Many of the modules offered are unique for me, because there is no equivalent at my home university. Very important for me is also an "Excellent" rating for teaching of the Geography department and the overall friendly atmosphere at

both the university as well as the city. The third main reason why I have chosen XY is its Urban and Regional Policy Research Institute. It specializes in interdisciplinary research on key regional and urban policy issues, which is the field of geography very familiar to me.

During my prior studies I have found out, that I would like to specialize in Urban and Transport Geography. The University of XY gives me a chance to get in touch with these subjects through modules from both Department of Geography and Department of Town and Regional Planning. In my last year at the ABC University I worked on an empirical study with main focus on transportation costs of suburbanization and urban sprawl. I really liked my project and I am keen to continue in it. I would like to use my stay in XY for further developing my skills in empirical research and starting working on my diploma project. The possibilities that gives me University of XY further expand those at my home university. I would take modules focusing on Transport and Urban geography and European Studies.

I would very much like to spend one semester at the University of XY. This would give me a chance to deepen my geographical knowledge in the inspiring, creative, and cosmopolite environment of one of the largest British universities. Furthermore, I could improve my English and increase my confidence in passing the TOEFL examinations after I return. Moreover, I am confident that my experience in London would be extremely exciting, fun, and valuable for both my studies and overall general development.

Thank you for considering my request. I look forward to your positive response.

Yours faithfully,

Suzan Parent

Практичне заняття 3 для ОП «МЕ» та для ОП «ЕУРЗ».

Тема 3. Міжнародні комерційні контракти англійською мовою

Тема 4. Професійне спілкування в усній формі

**Завдання 1.** Визначальне місце в реалізації міжнародних комерційних контрактів відіграє тлумачення міжнародних комерційних термінів Інкотермс. Прочитайте та перекладіть стислий виклад кожного терміну.

1. EXW Ex Works. “Ex Works” means that the seller delivers when it places the goods at the disposal of the buyer at the seller’s premises or at another named place (i.e., works, factory, warehouse, etc.). The seller does not need to load the goods on any collecting vehicle, nor does it need to clear the goods for export, where such clearance is applicable.

2. FCA Free Carrier. “Free Carrier” means that the seller delivers the goods to the carrier or another person nominated by the buyer at the seller’s premises or another named place. The parties are well advised to specify as clearly as possible the point within the named place of delivery, as the risk passes to the buyer at that point.

3. CPT Carriage Paid To. “Carriage Paid To” means that the seller delivers the goods to the carrier or another person nominated by the seller at an agreed place (if any such place is agreed between parties) and that the seller must contract for and pay the costs of carriage necessary to bring the goods to the named place of destination.

4. CIP Carriage And Insurance Paid To. “Carriage and Insurance Paid to” means that the seller delivers the goods to the carrier or another person nominated by the seller at an agreed place (if any such place is agreed between parties) and that the seller must contract for and pay the costs of carriage necessary to bring the goods to the named place of destination.

“The seller also contracts for insurance cover against the buyer’s risk of loss of or damage to the goods during the carriage. The buyer should note that under CIP the seller is required to obtain insurance only on minimum cover. Should the buyer wish to have more insurance protection, it will need either to agree as much expressly with the seller or to make its own extra insurance arrangements.”

5. DAT Delivered At Terminal. “Delivered at Terminal” means that the seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at a named terminal at the named port or place of destination. “Terminal” includes a place, whether covered or not, such as a quay, warehouse, container yard or road, rail or air cargo terminal. The seller bears all risks involved in bringing the goods to and unloading them at the terminal at the named port or place of destination.

6. DAP Delivered At Place. “Delivered at Place” means that the seller delivers when the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination. The seller bears all risks involved in bringing the goods to the named place.

7. DDP Delivered Duty Paid. “Delivered Duty Paid” means that the seller delivers the goods when the goods are placed at the disposal of the buyer, cleared for import on the arriving means of transport ready for unloading at the named place of destination. The seller bears all the costs and risks involved in bringing the goods to the place of destination and

has an obligation to clear the goods not only for export but also for import, to pay any duty for both export and import and to carry out all customs formalities.

8. FAS Free Alongside Ship. “Free Alongside Ship” means that the seller delivers when the goods are placed alongside the vessel (e.g., on a quay or a barge) nominated by the buyer at the named port of shipment. The risk of loss of or damage to the goods passes when the goods are alongside the ship, and the buyer bears all costs from that moment onwards.

9. FOB Free On Board. “Free On Board” means that the seller delivers the goods on board the vessel nominated by the buyer at the named port of shipment or procures the goods already so delivered. The risk of loss of or damage to the goods passes when the goods are on board the vessel, and the buyer bears all costs from that moment onwards.

10. CFR Cost and Freight. “Cost and Freight” means that the seller delivers the goods on board the vessel or procures the goods already so delivered. The risk of loss of or damage to the goods passes when the goods are on board the vessel. The seller must contract for and pay the costs and freight necessary to bring the goods to the named port of destination.

11. CIF Cost, Insurance and Freight. “Cost, Insurance and Freight” means that the seller delivers the goods on board the vessel or procures the goods already so delivered. The risk of loss of or damage to the goods passes when the goods are on board the vessel. The seller must contract for and pay the costs and freight necessary to bring the goods to the named port of destination. ‘The seller also contracts for insurance cover against the buyer’s risk of loss of or damage to the goods during the carriage. The buyer should note that under CIF the seller is required to obtain insurance only on minimum cover. Should the buyer wish to have more insurance protection, it will need either to agree as much expressly with the seller or to make its own extra insurance arrangements.’”

**Завдання 2.** Організація, проведення та участь в бізнес-конференціях вимагають високого рівня фахової готовності до професійного спілкування англійською мовою. Прочитайте та перекладіть поради щодо всіх етапів участі в конференції.

### *How to attend a business conference by Leslie Ye*

Be prepared. Be prepared. Be prepared. It bears repeating. The quickest way to throw away hundreds of dollars (besides actually throwing them away) is to go to a conference without sitting down and formulating a plan first.

It’s not exactly military statecraft, but it’s essential. I guarantee there will be no time to stop and pause once you arrive at the event, so take some time to complete the following items before you board that plane/train/bus.

1. Review the agenda. This one’s a no-brainer. Set a goal for what you’d like to learn at the conference, and use the agenda to devise a plan specifically tailored to that goal. Make sure to attend conference-wide events like keynote addresses. Most conferences won’t hold breakout sessions during these presentations, so you won’t have to worry about missing out on anything else.

When it comes to smaller sessions, consider both the speaker and the subject matter. Highly tactical sessions are generally useful to attend regardless of who leads

them. However, sessions less directly related to your profession can be valuable as well if they're led by an industry figure you're angling to meet.

2. Orient yourself. Familiarize yourself with the conference space so you don't get lost. You don't want to miss important information, or for a roomful of people to form a negative first impression of you by showing up late.

If you're attending a smaller conference, it should be enough to take a half hour or so the night before or early in the morning on day one to walk around the space. For larger conferences, this might not be feasible, especially if the show will be held across multiple venues. Grab a map from the host, and keep a copy on your phone or print one out to reference between sessions.

3. Find out who's going. The people you'll attend sessions with are as important as the sessions themselves. There's no better time to network with your peers, connect with new prospects, or touch base with customers than at a conference.

Most conferences will have a Facebook event page and/or a Twitter hashtag set up. The conference hosts will start promoting these pages in advance of the event, and they're a great way to keep track of acquaintances and people you'd like to meet.

Don't count on simply running into prospects at the conference. Instead, reach out to them ahead of time to let them know you'll both be in attendance. This way, you can book time on their calendars and have their full, undivided attention instead of trying to cram a 15-minute conversation into a stop-and-chat.

4. Set an out-of-office reply. Let's be honest: You'll probably be checking your work email during the conference. But even if you are, you definitely won't be able to respond at the same clip as you do in the office. Make sure prospects and customers know why they might not hear from you for a few days by setting up an out-of-office reply.

**What to Bring to a Conference.** Conferences are multi-day affairs where you'll be booking long hours each day. To remove as much stress as possible from your experience, make sure you've taken care of these things before you start your travels to the event:

5. Phone and Laptop Chargers. You're going to spend a huge part of your day on your devices -- don't get caught with dead batteries. If you plan to stay the entire day, or you're speaking/exhibiting at this event, bring portable chargers. You might even consider bringing wireless battery packs in case there aren't outlets available.

6. Business Cards (and Enough of Them). Make sure you have some business cards on hand and a stash of stationery in your luggage. You never know how many people you're going to meet and want to network with.

7. Demo Materials. By no means should you spend the conference pitching to people whom don't want to be pitched to. However, if one of those pre-set prospect meetings turns into a real sales opportunity, it'll be more efficient -- and impressive -- if you can provide a walkthrough on the spot.

8. The LinkedIn Mobile App. No networking opportunity is complete without LinkedIn, and you should have the mobile app downloaded on your phone by the time you enter the event. If you meet a business leader you want to talk more with later, being able to pull up their LinkedIn profile on the fly and send them a connection request can help you make the best of each interaction.

9. Nice Clothes. Maybe this already occurred to you. There are rarely dress codes at industry events, but looking sharp with a nice button-down shirt or shiny shoes allows you to put your best foot forward (no pun intended) when you encounter businesses and professionals on whom you want to make a good impression.

**What to Do at a Conference.** You're here ... Now what? The next few days will be a whirlwind of activity, but don't be overwhelmed. You're armed with a goal and a plan – there are only a few additional things to keep in mind to help you make the most of your time.

10. Register early. You don't want to be stuck at the registration desk while everyone else is off to the races. Register as early as possible so you can minimize your time standing in lines and maximize your time learning and meeting people.

11. Divide and conquer. If you're attending with coworkers, try and see as much as possible. If each of you attends the same sessions and events, your company might as well have only sent one of you. Splitting up for sessions will maximize how much you're able to learn and ensure that each of you has unique insights to take back to your company. Plan to get lunch or dinner each day to regroup on key takeaways.

Flying solo also means you'll each be able to meet more people. Huge conferences can foster pack mentality, but the more attendees you can meet and speak with, the more of an asset you'll be to your sales team. Discovering how your business fits into the larger industry and how other companies run their sales divisions are invaluable insights. A conference is an unparalleled opportunity to pick the brains of your competition and your market. Don't waste it.

12. Connect with your customers. Sure, you might have exchanged emails with your customers in the last few months, but nothing beats a face-to-face interaction. If things aren't going so well, this is a great opportunity to address any issues before you get a cancellation call. But don't feel as though you have to solve every problem today; talk through any high-level concerns your customer may have and then set a follow up time for after the conference.

And if things are going well, checking in will not only reinforce your relationship -- it'll also be fun! Enjoy spending time with a happy customer, and listen for upsell opportunities.

13. Follow up with prospects. You've set up meetings with prospects. Now, put that time to use. Listen to their anxieties and concerns, and demonstrate how your product can help address those issues and bring their business to the next level.

Don't go into these meetings expecting to close deals on the spot. Like you, your prospects are attending this conference to learn and gain expertise. Use these conversations to set yourself up for future targeted conversations addressing specific pain points or questions. Close each conversation with a list of takeaways, and let prospects know you'll be following up with relevant materials.

14. Participate in the larger conversation. Most conferences will have a dedicated hashtag. During the event, make sure you're tagging your tweets and Instagrams properly. You can also monitor the hashtag throughout the conference to see what people are talking about. Striking up a conversation online is a great way to reach out to someone you're interested in meeting but haven't come across in person yet.



15. Stay organized. Conferences are information avalanches. Between breakout sessions, workshops, one-on-one conversations, and happy hours, you'll come away with more notes, names, and numbers than you can possibly remember. This wealth of information will serve you well going forward, but if you come home with a mess of business cards and a set of notes without labels or tags, you'll spend double the time organizing everything and trying to recall what you discussed with "Jennifer Chicago CEO."

**What to Do After Attending a Conference.** Take some time to decompress after you arrive home. ... But not too much, because your work's not finished. The days and weeks after a conference are when you'll be able to put everything you've learned to use and turn your short meet-and-greets into fruitful business partnerships.

16. Do some housekeeping. All that information you gathered from customers and prospects? It's time to transfer it into your CRM. Jot down everything you can remember from your conversations so that when you follow up, you're able to view new insights in the context of the larger relationship.

17. Follow up. Connecting with people you met during the conference is best done in the days immediately following your return. Send follow-up notes and LinkedIn requests while the conference is still fresh in everyone's minds. Include a personalized message to accompany your request on LinkedIn. Remember, everyone's inbox will be flooded, so make yourself memorable by reminding your new connection what you discussed. Check out this guide to writing the perfect LinkedIn invitation for more advice.

Now is also the time to make use of the insights you gained from your prospects. Whether it's sending them content or scheduling a demo, make use of what you learned from your one-on-ones to get them closer to signing on with your company. Make sure your follow-ups are appropriately tailored to what you discussed -- another reason you'll want to organize your notes.

18. Teach. The insights you gained at the conference are likely to be useful for your team, so make sure to set aside time to pass on what you learned. Whether it's leading an in-person session or writing an email or post to document the most valuable information, proactively sharing information will help your colleagues do better work while establishing you as a leader on your team.

There's no better place than a conference to take stock of the state of your industry and your profession. Make the most of your time, and have fun!

**Завдання 3.** Змодельуйте ситуацію з розрядженим акумулятором ноутбуку на конференції та складіть діалог із вирішення цієї проблеми.

**Завдання 4.** Вільне професійне спілкування є частиною інтерв'ю під час прийому на роботу. Прочитайте основні питання, які ставлять під час прийому на роботу.

1. Tell me a little about yourself.
2. What are your strengths?
3. What are your weaknesses?
4. What are your short term goals?
5. What are your long term goals?

6. What do you want to be doing five years from now?
7. If you could change one thing about your personality, what would it be...
8. What does success mean to you?
9. What does failure mean to you?
10. Are you an organized person?
11. In what ways are you organized and disorganized?
12. Do you manage your time well?
13. How do you handle change?
14. How do you make important decisions?
15. Do you work well under pressure?

Чи стикалися ви з такими питаннями? Які інші питання вам ставили під час прийому на роботу? Дайте на них відповіді англійською мовою.

## Практичне заняття 4 для ОП «ЕУРЗ».

Тема 5. Актуальні теми наукових досліджень у сфері економіки й управління ринком землі на сторінках іншомовних видань (монографії, статті, періодичні видання)

**Завдання 1.** Прочитайте та перекладіть українською мовою уривок зі звіту Agricultural land market regulations in the EU Member States by Liesbet Vranken, Ewa Tabeau, Peter Roebeling

### ***1. Importance of land market and land regulations***

Well-functioning land markets are of utmost importance for economic development, particularly in rural areas (Deininger and Federer, 2001). Land is an important production factor for the production of agricultural goods. Well-functioning land markets (both sales and rental) allow to transfer land to the more efficient producers. In addition, land can be a source of political power. It is a store of wealth, a financial asset and is used to hedge against inflation which makes it interesting for investors who lack skills and/or interest to farm. As land is often used as collateral, well-functioning land markets are often instrumental for the development of credit markets (Brandao and Feder, 1996). The latter, in turn, can stimulate productive investments in land, at least if tenure security and/or property rights are secured (Feder and Nishio, 1998; Faruqee and Carey, 1999).

Land regulations will affect the functioning of the land market and therefore have important equity and efficiency consequences. Insights in the functioning of the land market are also important from an EU policy point of view. The CAP is a community wide policy and its budget is considerable. It has evolved quite extensively since its establishment in 1962, but one of the main goals remains to support farmers and improve agricultural productivity, ensuring a stable supply of affordable food and to safeguard EU farmers to make a reasonable living (EC, 2021). To what extent the goals can be reached will depend on country-specific characteristics and regulations. Land regulations interact with agricultural policies, such as agricultural subsidies that can be capitalized in land prices (Patton et al., 2008; Ciaian et al., 2010, Ciaian and Kancz; Van Herck et al., 2013). If regulations differ among countries, the redistributive impact of subsidies will also vary across countries.

### ***2. Benefits of sales and rental market***

Land sales markets are considered an important instrument to enhance efficiency. Land sales are supported because they transfer full rights to new users, are more likely to increase access to credit (as land can be used as collateral) and provide optimal incentives for investment by providing permanent security rights (Binswanger et al, 1993; Binswanger et al., 1995). However, the performance of sales market might be far from the theoretical ideal if there exist imperfections in other markets (e.g. labour, credit and insurance) or if transaction costs in land sales are high (Deininger, 2003). In such circumstances it can be difficult for efficient producers to access land via sales and, hence, rental markets have their advantages. Rental markets allow more flexible adjustments in land size with relatively low transaction costs so that land is more easily reallocated to more efficient producers, and require limited capital outlay

and, thus, more capital for productive investments (Vranken and Swinnen, 2006; Swinnen et al., 2006).

Знайдіть додатковий матеріал англійською мовою за вказаною в статті проблематикою. Які ще іноземні автори досліджували дану проблему? В чому полягає її актуальність?

**Завдання 2.** Прочитайте уривок статті *Evaluating Land Reform and Market in Bulgaria* by Raúl de Arriba Bueno. Перекладіть, знайдіть першоджерело, авторів, яких цитують у статті.

According to the orthodox approach, defended by authors such as Aslund (1994 and 1995), Brada (1993 and 1996), Lipton and Sachs (1990), Blanchard et al. (1991) or Fischer (1993), the dismantling of central planning and the creation of institutions characteristic of a market economy would cause the development of such an economic system. However, this approach has been broadly questioned by authors like Andreff (1996, 1999 and 2003), Murrell (1992a, 1992b, 1993 and 1996), Roland (1993), Ellman (1994), Stark (1998a and 1998b) or Lavigne (1997), who have contributed to criticisms of the orthodox analysis from the perspective of transition being understood as an institutional change that has to do with the transformation of the behavior of economic agents.

From a polanyian perspective of transition (March and Sánchez, 2002 and De Arriba, 2003), this chain of causal relationships, which leads from the elimination of the institutions of central planning to the decentralization of decision-making, and from there to exchanges governed by profit and, finally, to the market, can certainly be challenged. In fact, there is the possibility that other forms of economic integration different from exchange, such as reciprocity and redistribution, may develop, which could create institutional models distinct from those of the market (Polanyi, 1957b). To determine the degree to which market structures have established themselves in the land, as well in each one of the relevant spheres, and to evaluate the effectiveness of the reforms, it is necessary to define what this concept of market consist of. The existence of markets requires the fulfillment of the following conditions (Polanyi, 1957a; March and Sánchez, 2002):

1. That the exchange be possible.
2. That the price be determined within the framework of exchange.
3. That the exchange be auto-regulated by price.
4. That this integration mechanism be dominant.

In transitional economies, such as Bulgaria's, obstacles to the creation of markets beyond the realization of changes in the formal institutions, such as decentralization, privatization or the lifting of price controls, do exist. The resistance to change shown by informal institutions as well as the reaction of agents toward the new institutional universe could explain these limits. As a consequence, the structural economic policies characteristic of a transitional process can generate a hybrid institutional framework resulting in a mixture of economic relationships. By evaluating the fulfillment of the above mentioned conditions, the effectiveness of economic policies of structural change under conditions of transition towards a market

economy can be assessed. In order to evaluate the degree of implementation of the land market, specific validation criteria will be analyzed in relation to the four general conditions in this definition of markets.

Знайдіть додатковий матеріал англійською мовою за вказаною в статті проблематикою. Які ще іноземні автори досліджували дану проблему? В чому полягає її актуальність?

## Практичне заняття 4 для ОП «МЕ»

Тема 5. Актуальні теми наукових досліджень у сфері міжнародної економіки на сторінках іншомовних видань (монографії, статті, періодичні видання)

**Завдання 1.** Прочитайте та перекладіть українською мовою анотацію статті International production networks and the world trade structure by Isabella Cingolania, Lelio Iapadre and Lucia Tajoli.

In this work, we examine bilateral trade data in two industries with different technological characteristics (textiles and apparel, and electronics) in order to detect the presence of international production networks in these sectors and to assess their structures and organization. Moving from the recent stream of literature that underlines the importance of assessing the participation and position of a country within an international production system, generally much more complex than a simple chain, we examine if these networks can be identified using traditional trade data and if they are still mainly regional.

We start by applying a particular specification of bilateral trade intensity indices to the matrix of world trade in each sector (from the BACI – CEPII database), using the BEC classification to distinguish between intermediate and final goods, in order to highlight trade flows driven by international production networks. We compute indicators for the world trade matrix and its regional partitions, as defined by exogenous geographical criteria, or by the existence of regional integration agreements. The resulting pattern of revealed trade preferences conveys useful information about the actual geographic distribution of the underlying international value chains.

The core of the paper is an application of network analysis to better understand the topology of global and regional value chains. In each industry, we identify endogenous geographical sub-networks based on preferential trade links, again distinguishing between trade flows in intermediate or final goods, and we examine the topological structure of the trading regions, to assess whether they are similar across industries and goods' categories, and if they are built around a central core country.

On the basis of both approaches, we conclude that trade regionalization is still high, especially in electronics, confirming that geographical proximity and other integration factors still play a role in facilitating international production and trade. However, regionalization has slightly declined in the recent past, and there are some relevant preferential linkages bridging different regions.

In addition, the topology of trade networks can indeed shed some light on the structure of the underlying production linkages. In particular, a stronger preferentiality and selection of partners seem to occur for trade in intermediate goods, as suggested by the theory of international fragmentation of production.

Знайдіть додатковий матеріал англійською мовою за вказаною в статті проблематикою. Які ще іноземні автори досліджували дану проблему? В чому полягає її актуальність?

**Завдання 2 для ОП «МЕ».** Прочитайте уривок статті Cross-border interbank contagion in the European banking sector by Silvia Gabrieli, Dilyara Salakhova. Перекладіть, знайдіть першоджерело, авторів, яких цитують у статті.

The 2007–2008 financial crisis revealed the fragility of financial institutions worldwide and the major role of interconnectedness among banks in the propagation of financial distress within a national banking system and cross-border. Analysis of cross-border contagion is rare and difficult due to the lack of data on cross-border bilateral exposures at a bank level. While largest European banks are exposed to their European counterparties as much as to the national ones, regulation till recently remained mostly national thus leaving regulators and policy makers with a fragmented view on the European banking system. This paper aims at filling this gap by investigating the scope for cross-border contagion in Europe at an individual bank level. We analyze geographical patterns of shock propagation between 73 European banking groups from end-2008 until end-2012, in the middle of financial and European sovereign crises.

Interconnections, in the form of bilateral contractual obligations, as well as exposures to common risk factors, have grown dramatically in the run-up to the crisis. While higher interconnectedness is a means of efficient risk transfer, it may also lead to contagious default cascades: an initial shock may propagate throughout the entire banking system via chains of defaults and liquidity shortages. In this paper, we rely on Fourel et al. (2013)'s model to assess the extent of interbank contagion across a set of European banks. Analyzing cross-border contagion at a bank level distinguishes our paper from a large literature on counterfactual simulations in networks (see Upper (2011) for a comprehensive survey) that either primarily focus on national banking systems or analyze contagion from one banking system to another at a country level. The model features both solvency and liquidity defaults. We focus on the distribution of simulation outcomes (number of default and total losses) resulting from a common market shock on (listed) banks' capital, coupled with an exogenous bank default; the distributions are obtained over a large number of exposure networks simulated from true long- and short-term exposure data. We construct heat maps to identify both the banking sectors that are the most "systemic", in terms of the losses that the failure of one of their banks can impose on foreign banks, and the banking sectors that are the most vulnerable to cross-border contagion from European counterparties.

We use a novel database of cross-border interbank exposures. These exposures are generally not available to researchers. National supervisors can have at best a partial view of the largest long-term credit claims of supervised banks via credit registers. To circumvent the unavailability of accurate information on domestic and cross-border interbank exposures, and obtain a realistic representation of how European banks are connected through their long- and short-term claims, we exploit for the first time a unique dataset of interbank money market transactions, with various maturities, estimated from TARGET2 payments data (see Arciero et al. (2013)). We use true bilateral exposure data to simulate a large number of realistic exposure networks, using the methodology proposed by Halaj and Kok (2013). More specifically, we, first, construct a probability map that reflects the intensity of bilateral loans in TARGET2 and then draw realizations from a distribution of networks given by this probability map.

Our results suggest the evidence for cross-border contagion with some aspects being particularly interesting. First, the overall average losses caused by a foreign bank default vary remarkably over time and over different banking sectors with cross-border contagion due to an average bank default remaining limited, not exceeding 8% of the affected system's capital and on average being about 1%. Second, despite high level of cross-country interconnections, domestic losses for many banking systems are more important than cross-border losses with average losses being about 2–4% and maximum losses reaching 15% of the system's capital. Third, some countries tend to be more systemic whereas others more fragile; however, these patterns may evolve over time. Finally, the development of the European crisis leads to retrenchment of cross-border activity and concentration of losses within a country; and, the potential for cross-border contagion decreases over time. This is particularly related to a generalized reduction in the share of long-term interbank loans in bank balance sheets, which can be interpreted as market fragmentation, and to an increase in banks' capitalization during these years, as compared to 2008. All in all, our findings underline the necessity to take into account cross-border interbank linkages at a bank level while analyzing the financial stability of a national banking system.

Further, we confirm findings in the literature that contagion is a tail risk: losses averaged over stress-scenario, initial bank defaults or simulated networks are rather limited; however, averaging conceals rare extreme events. We document that losses at the 95th percentile of the distribution can reach 22% of the system capital in 2008, and that the resilience of the system improves significantly over time. Moreover, this strong heterogeneity of losses depends to a large extent on the structure of interbank linkages. This is consistent with recent models of contagion in financial networks relying on simulated networks of exposures (see, Georg (2013) and Gai and Kapadia (2010)), and points to the need to account for the evolving nature of the web of interbank linkages when running contagion scenarios. This is the first paper, to our knowledge, to document this feature by simulating interbank exposures based on actual bank-to-bank data.

Знайдіть додатковий матеріал англійською мовою за вказаною в статті проблематикою. Які ще іноземні автори досліджували дану проблему? В чому полягає її актуальність?



Практичне заняття 5 для ОП «МЕ» та для ОП «ЕУРЗ»  
Тема 6. Підготовка та участь у міжнародних наукових конференціях

**Завдання 1.** Ефективна участь в наукових конференціях це те, чому треба вчитися. Прочитайте як правильно це робити та перекладіть українською мовою.

*How to Attend an Academic Conference by Tessa Lau*

Here's a collection of miscellaneous tips for young CS researchers attending conferences for the first time. Do you have any additional tips for the younger generation? Leave them in the comments!

Read the conference program ahead of time. Make notes on which talks sound interesting, and remind yourself to go to them. Sometimes I put entries on my calendar, sometimes I just mark up the conference schedule.

**Make a list of who you want to meet.** The main reason to go to conferences IMO is to expand your professional network. If you're unclear on networking, read *Networking on the Network*. You will want to meet grad students who are doing work in your area, senior faculty who are lifetime experts in your area, industry researchers who have internships in your area, and everything in between. A network is something you will use throughout your professional career. After grad school you'll mine your network to find job opportunities, to review papers, to hire your students, to give you candid feedback on your work. Your network is also the people who will help you succeed in your career by collaborating with you, nominating you for awards, and making your field more interesting. You will get to know these people for decades. So be nice.

**Who should you meet?** When you read through the conference program, make notes of who wrote the papers you find most interesting. If you have time, and if you can find them online, read their papers. Figure out who is the grad student and who is the professor (the web makes this easy). It's likely that the grad student knows the details of the specific work, and the professor can tell you how this specific work fits into a larger research agenda. Formulate one or two questions for each person you want to meet. Memorize their names. When you see their name badge at a conference, you will have a reason to introduce yourself to them and ask your question, and you'll sound prepared.

**Ask questions at the conference.** After each talk there's usually a couple minutes where the audience can ask questions. Step up to the mic, speak slowly, introduce yourself ("I'm Tessa Lau from IBM Research") and ask your question. Even if you won't be presenting a paper yourself, by asking a question you will gain visibility amongst the audience. If someone else wanted to ask the same question, they might find you after the talk and you might have an interesting conversation about it.

There are good questions and bad questions. Good questions are open-ended and let your subject talk for a while about a topic that's interesting to them. This makes you appear to be an interesting conversation partner. Bad questions have yes/no answers. After she answers the question, your subject will probably wander away to talk to someone else. Good questions are of general interest to the entire audience and

help everyone understand the technical material better. Bad questions nit-pick details of their work and ask why they didn't do it your way (you can still ask these, just do it in private, not in the main session).

Practice active listening by trying to formulate at least one question for each talk, whether or not you actually ask it at the microphone. If you find yourself at lunch with the speaker, you can always use that as a conversation starter. Listen to the questions other people ask; they can teach you how scientific work is evaluated by peers (which is critical to the peer review process and for getting your own papers accepted at conferences).

**Memorize your elevator pitch.** An elevator pitch is a 15-second explanation of who you are, what you work on, and why it's interesting. It gets its name from the following scenario: suppose you find yourself in the hotel elevator with the most important person in your field, the person you have been wanting to meet all conference. You have 15 seconds in which to make an impression on them. What do you say? Here's mine: I manage the Smarter Web research group at IBM. We create tools that make it easier to design, use and build web applications. My own research interests are in end user programming, enabling regular people to program computers without writing code. Your goal is that by the time you leave the elevator, your target knows who you are and associates you with an interesting research area. You want to be memorable, but in a good (positive) way.

**Have social lunches.** Conference attendees will often form big groups to go to lunch. It's a great way to meet people in an informal setting. Try to find one of the few people you have met and ask (nicely) if you can join them for lunch. If they say no, don't take it personally; assume they are having a private working lunch where you would be bored with their technical discussion and ask someone else. If all else fails, just look for a big group of younger-looking people (probably grad students, who tend to be open to random people joining them) all wearing conference name badges and ask if you can join them. Yes, this is terrifying. Do it anyway.

**Don't clump.** If there are a bunch of people from your organization all attending the same conference, don't cluster with them. You can see them back home. You have to push yourself out of your comfort zone and meet the people who you only see at conferences -- that's why you're there.

**Enjoy!** Attending conferences is one of the best parts of being an academic researcher. You get to expand your horizons, hear about interesting ideas, and meet fascinating people. Relax and don't stress out about it.

**Завдання 2.** При участі в науковій конференції для отримання гранту, необхідним є написання проекту. Прочитайте та перекладіть вимоги для успішного написання research project application.

*How can one write an application effectively to maximize the chances of success? by Seema Sharma*

Grant writing for research funding can be a difficult and time-consuming task, but one that underpins your academic success. We've put together some useful pointers and advice to help you with the application process.

**Do your background work:** Funding bodies, eligibility and guidelines. Prior to starting a grant proposal, it's essential to study your funding source. Ask yourself is this the right funding body to apply to, for your proposed research? What details are included in the funding opportunity announcement? What recent grants have they approved in a similar specialism to yours? What are their other calls to funding? Does your research match their priorities?

If you feel that your research traverses two disciplines, one of which your funding body may not cover, it's worth contacting them to discuss the details and relevance.

Individual funding bodies have differing criteria for research funding applications that need to be followed closely, with many opting for online submission. For example, in the UK, the Research Councils (RCUK) use a Joint Electronic Submission (Je-S) form. Whilst the framework is very similar, each of the seven individual councils that make up RCUK, have differences in guidelines, page length and format. Further details for RCUK are available [here](#). Individual councils also provide case studies of best practice applications that can be useful to read as a pointer. All funding bodies will provide guidelines for submission, usually available as a document to download from their site. These must be read carefully and digested. Any applications must strictly adhere to what's stipulated, as you risk your proposal not being accepted at all, or annoying the panel and reviewers before they've even given consideration to the content, however outstanding, if you don't.

Be aware of the different sections they need from you and the page limit. If it's a few pages — you can't include every detail, but will need to be succinct and prioritize the key facts that are asked for. Take care to emphasize how your proposed project fits into their criteria, at every stage of the application.

**Leave plenty of time.** You need to allow yourself plenty of time ahead of the deadline, to prepare a grant application. Each section requires due care and attention, with time set aside for you to review and get feedback from colleagues before submission. Reviewers complain that it's sometimes clear that researchers have spent the majority of their time on the case for support, rushing critical areas like budgets and an impact plan.

**Be clear and get feedback in advance.** Outstanding research that receives good peer reviews from the experts in the field is essential to your grant application's success. However, bear in mind that some members of your reviewing panel may not be specialists in your particular field. As such, clearly articulated statements on the significance of the project for a lay research audience, are also crucial to include.

Try to articulate how your work is going to change things, transform thinking in the field or advance research. It's an area that has to be perceived as important within your specific discipline and beyond. A useful way to get feedback for improving clarity is to ask colleagues, who are not experts in the field, to read it and provide input, making adjustments as required. Furthermore, asking colleagues, who have applied successfully to the same funding body, to review the proposal can prove invaluable.

**Explain the impact.** Most grant applications include a section for you to discuss the impact of your research. It's acknowledged that some proposals result in an academic advance in understanding, without an immediate applied impact. If this is the

case, bear in mind reviewers will expect you to know and state how your research fits into a pathway that will lead to an application.

If there is a clear academic impact, the panel will want to know how you will deliver this to relevant peers and get the message out, beyond relying on others to read a publication. Examples here would be through conference engagements or collaboration. If your research has a wider societal or economic impact, public engagement should also be discussed.

**Choose the best team for the work.** You need to include the details of a strong team to deliver the research and stipulate exactly what they will be doing. A common grievance from reviewers is that researchers include a name that is well known, just to influence the panel, without specifying a clear contribution. If a junior researcher is going to be doing the majority of the work, you should be clear about that. Additionally, your role in the project should be clear. Your application may require you to attach a short form CV or resumé for all those individuals involved in the project.

**Budget carefully and provide value for money.** Your application should be presented as good value for money to the funding body. All aspects of the project should be budgeted for. Reviewers tend to pick through things quite carefully, to insure the individual components of the project have been appropriately costed. Over-costing can kill your application. Ask yourself, does the advance you will make in the field justify the cost of the project?

**Provide a clear methodology.** Reviewers focus most on the quality of the core research in your application. As such, it's important to explain and reference detail of the methodology and experiments. Make sure you include data analysis methods — sometimes requested in the form of a data management plan, and avoid being vague.

In summary. Avoid common pitfalls:

- Writing only for specialists in your field
- Proposing a project that does not meet the funding call criteria
- Not allowing yourself enough time
- Over-costing or poor budgeting
- Neglecting the impact plan
- Not clarifying your role or contribution in the project
- Unclear methodology
- Repetition

Given the constraints on public funding, judging panels for grants and peer reviewers will select proposals that, not only include outstanding science or research, but also incorporate carefully thought out plans to reach end-users, represent value for money, with methodology that's clearly detailed and budgeted.

So, here is a template for grant application.

1. Proposal Summary (Executive Summary). The Proposal Summary should be about one paragraph of 1-3 sentences and should include the amount of funding requested and give the most general description of the use that will be made of the funds.

2. **Organization Description and History.** The Organization Description and History section should be about 1-4 pages in length and should include the history of the organization, its structure, information about office locations that will be involved in carrying out the activities that will be funded by the requested grant, major accomplishments of the organization, relevant experience and accomplishments of the organization, established partnerships and relationships that will be important to carrying out the activities funded by the grant, information about prior grants received from the source to which the proposal will be sent, and an explanation of how the description you provide makes your organization an appropriate grantee.

3. **Background.** The Background section, of 2-5 pages in length, should provide the reader with an explanation of the problem that has created the need for the program that will be funded by the requested grant. It should provide evidence that the problem exists as well as that the proposed project will contribute to a solution to the problem or will reduce the harmful impact of the problem. It should highlight media and government publications suggesting that the problem is a high priority and that the proposed solution is one that decision-makers support and believe in. It is important that the reader who finishes this section know why your program should be funded over others. Click here for fact sheets providing useful information on ATI, reentry, and alcohol and drugs to include in this section.

4. **Project Description (Program Narrative).** The Project Description may vary widely in length depending on the size and scope of the program that will be funded and the size of the award being sought. The project description should give the reader a detailed description of the program that will be funded by the requested grant. This description should explain the duration of time during which the funds will support the project, the goals of the project, how they will be achieved, how success or failure will be measured, what services you promise to deliver to what population and what results you expect to bring about. A useful structure is to break the project down into component goals. Use each goal as its own heading and under each goal heading, list and describe the activities that will be funded to achieve that goal and how achievement of that goal will be measured or defined. The Project Description may also include information about the staff who will work on the project, their experience and qualifications to perform the activities that will be funded.

5. **Project Timeline/Budget Timeline.** Using your Project Description, provide the reader with a timeline that shows the chronological order in which the activities listed under each goal heading will be undertaken and/or completed. Also include information about how/when funds that are awarded will be spent to support each activity.

Example:

Activity #1 (Enroll participants)

- Start designing enrollment marketing materials on October 1, 2020
- Spend \$X to create enrollment marketing tool by November 1, 2020
- X% of enrollment goal by January 31, 2021
- X% enrollment goal by March 31, 2021

Activity # 2 (Deliver Training Program)

- First training class to commence on December 1, 2020
- Conduct one four-week training class per month beginning on the first of each month commencing December 1, 2020.
- Spend \$X on incentives for participants by September 30, 2021 (\$X per fourweek course cadre)
- X% of enrollment goal complete training class by September 30, 2021

6. Budget. Provide the reader with a table with categories of expenditures that will be funded by the requested grant, how much funding will be required for each category, and how much of that funding will come from the grant request.

Expenditure Category	Fund request	Funds from other sources	Total
Salaries	\$120,000	\$65,000	\$185,000
Equipment	\$80,000	\$28,000	\$108,000
Rent/Mortgage	\$37,000	\$41,000	\$78,000
Utilities	\$12,000	\$13,000	\$25,000
Transportation	\$1,000	\$3,000	\$4,000
Totals	\$250,000	150,000	\$400,000

**Завдання 3.** Розробіть власний research project application, базуючись на вищевказаних вимогах.

Практичне заняття 6 для ОП «МЕ» та для ОП «ЕУРЗ»

Тема 7. Етапи проведення наукового дослідження згідно з міжнародними вимогами

Тема 8. Особливості написання наукових статей англійською мовою

**Завдання 1.** Прочитайте та перекладіть опис тем кваліфікаційних робіт магістрів університетів ЄС. Проаналізуйте та надайте власні пропозиції.

ESTIMATION OF THE PRICE ELASTICITY OF THE DEMAND FOR FOOD, ALCOHOL AND TOBACCO, AND OTHER COMMODITY GROUPS IN NORWAY

**Background:** This project aims to estimate a demand system for various commodity groups (food and non-alcoholic drinks, alcohol and tobacco, clothing, transport, etc.) based on budget survey data collected by statistics Norway. The objective is to establish precise estimates for the price elasticities. These elasticities will determine the efficiency loss of implied by the indirect tax system (value added taxes and excise taxes), and the distribution of these efficiency losses across the income distribution. In this project, various specifications for the demand system can be tried out and tested against each other. Next, efficiency losses can be computed. This project is within the field of applied microeconomics. It combines microeconomic theory (demand theory) with data analysis.

BULK PURCHASES AND POVERTY

**Background:** Buying in bulk is a common way that consumers use to obtain lower prices on their purchases. There is now some evidence that low income consumers are not exploiting this strategy well, despite the large potential gains. The thesis will review the issue, and use an innovative detailed dataset from India to investigate it in a new setting.

THE DEVELOPMENT OF SOCIAL PREFERENCES: EXPERIMENTAL EVIDENCE FROM INTERNATIONAL PILOTS

**Background:** We are seeking master students who would like to write their master thesis as part of a project on the development of fairness preferences. The project is a collaboration between FAIR professors Alexander W. Cappelen and Bertil Tungodden.

**Data:** We have recruited children from kindergardens and schools in Bergen to take part in a lab experiment we are implementing in September 2019. We have also collected comparable data for adults from Norway and Shanghai as well as for children from kindergardens and schools in Shanghai.

## IS THE MARKET FOR SPORT INSURANCE CHARACTERIZED BY ADVERSE SELECTION/MORAL HAZARD?

**Background:** In Norway, everybody who is an active member of a sports club is obliged to take a basic sport accident insurance. This covers amateur and professional sports players who may be injured while playing sport. The policy covers the players during the recognized competition time or during club approved training. Most sporting clubs require players to take out insurance policies, and the cost of the premium for these is covered at the time of player registration. The insurance (partially) covers the cost of diagnosis and treatment in case of accident injury or repetitive strain injury. In Norway, sports members can voluntarily sign for an extended coverage (“utvidet lisens”) which provides extended coverage. The thesis would map the market for sport accident insurance and test for adverse selection/moral hazard on this market.

## HOW WILL BREXIT AFFECT NORWAY AND NORWEGIAN INDUSTRY?

**Background:** The UK decision to leave the EU (BREXIT) will have implications not only for the UK and the EU, but also for other countries. So far, the main focus has been on the future relationship between the UK and the EU and what the possible consequences for the UK and the EU may be. Should/could the UK be part of the EU customs union and/or the single market? Should they choose a “Norwegian solution” (the European Economic Area)? Or should they rather look for a free trade agreement with the EU? These questions are still debated and far from resolved. However, BREXIT will also have significant implications for third countries, like Norway, for various reasons. First, the UK is an important trading partner for Norway. Secondly, through the European Economic Area (EEA) Norway is part of the single market, but not part of the EU Customs Union. Hence, no matter what the outcome of the negotiations between the UK and the EU may be, it is bound to have important implications for Norway and Norwegian industry and trade.

**Approach:** There could be many interesting ways of approaching the question of how BREXIT may affect Norway and Norwegian industry. One approach could be to take a general national view, and discuss how BREXIT may change the trade policy regime between Norway and the UK and the possible implications. Given the huge uncertainty regarding the outcome of the UK/EU negotiations, a number of possible scenarios will have to be discussed and analyzed. Another approach could be to select a particular industry and study the possible implications for that industry of various scenarios with regard to the future trade relations between Norway and the UK. Again, the uncertainty regarding the outcome will be an important dimension to discuss. Both approaches would need a good combination of theoretical understanding of trade agreements and possible future trade regimes, and empirical observations and analysis of the actual trade relations between the two countries.



There could be room for several master theses with different approaches here, or with focus on different industries.

## THE EFFECTS OF GLOBALIZATION ON SMALL AND MEDIUM SIZED FIRMS IN DEVELOPING COUNTRIES. DOES MANAGEMENT MATTER?

**Background:** To what extent does globalization affect firm-level outcomes in developing countries? Are better managed firms affected differently compared to poorly managed firms? There is a number of possibilities in defining the term "globalization" and hence many possible sources of data and measures. Examples include mobile phone outreach, the entry of a foreign chain to the local market (e.g. Walmart), or new trade agreements. A more nuanced question would be to investigate the existence and sources of heterogeneity of these impacts, such as by management practices, which have not been looked at substantially before in a cross-country framework due to lack of data.

**Завдання 2.** Враховуючи вищенаведені вимоги та приклади запропонуйте власне дослідження міжнародного рівня. Розробіть опис та ключові елементи.

**Завдання 3.** Структурування наукової статті вимагає значного досвіду. Ознайомтеся з порадами стосовно ефективної та лаконічної структури статті.

### *11 steps to structuring a science paper editors will take seriously by Angel Borja*

When you organize your manuscript, the first thing to consider is that the order of sections will be very different than the order of items on your checklist.

An article begins with the Title, Abstract and Keywords.

The article text follows the IMRAD format, which responds to the questions below:

- Introduction: What did you/others do? Why did you do it?
- Methods: How did you do it?
- Results: What did you find?
- And Discussion: What does it all mean?

The main text is followed by the Conclusion, Acknowledgements, References and Supporting Materials. While this is the published structure, however, we often use a different order when writing.

#### **Steps to organizing your manuscript.**

- Prepare the figures and tables.
- Write the Methods.
- Write up the Results.

– Write the Discussion. Finalize the Results and Discussion before writing the introduction. This is because, if the discussion is insufficient, how can you objectively demonstrate the scientific significance of your work in the introduction?

- Write a clear Conclusion.
- Write a compelling introduction.
- Write the Abstract.
- Compose a concise and descriptive Title.
- Select Keywords for indexing.
- Write the Acknowledgements.
- Write up the References.

Next, I'll review each step in more detail. But before you set out to write a paper, there are two important things you should do that will set the groundwork for the entire process. The topic to be studied should be the first issue to be solved. Define your hypothesis and objectives (These will go in the Introduction.)

Review the literature related to the topic and select some papers (about 30) that can be cited in your paper (These will be listed in the References.)

Finally, keep in mind that each publisher has its own style guidelines and preferences, so always consult the publisher's Guide for Authors.

**Step 1: Prepare the figures and tables.** Remember that “a figure is worth a thousand words”. Hence, illustrations, including figures and tables, are the most efficient way to present your results. Your data are the driving force of the paper, so your illustrations are critical!

How do you decide between presenting your data as tables or figures? Generally, tables give the actual experimental results, while figures are often used for comparisons of experimental results with those of previous works, or with calculated/theoretical values

**Step 2: Write the Methods.** This section responds to the question of how the problem was studied. If your paper is proposing a new method, you need to include detailed information so a knowledgeable reader can reproduce the experiment. However, do not repeat the details of established methods; use References and Supporting Materials to indicate the previously published procedures. Broad summaries or key references are sufficient.

Reviewers will criticize incomplete or incorrect methods descriptions and may recommend rejection, because this section is critical in the process of reproducing your investigation. In this way, all chemicals must be identified. Do not use proprietary, unidentifiable compounds.

To this end, it's important to use standard systems for numbers and nomenclature.

**Step 3: Write up the Results.**

This section responds to the question “What have you found?” Hence, only representative results from your research should be presented. The results should be essential for discussion.

However, remember that most journals offer the possibility of adding Supporting Materials, so use them freely for data of secondary importance. In this way, do not attempt to "hide" data in the hope of saving it for a later paper. You may lose evidence to reinforce your conclusion. If data are too abundant, you can use those supplementary materials.

Use sub-headings to keep results of the same type together, which is easier to review and read. Number these sub-sections for the convenience of internal crossreferencing, but always taking into account the publisher’s Guide for Authors.

For the data, decide on a logical order that tells a clear story and makes it and easy to understand. Generally, this will be in the same order as presented in the methods section.

An important issue is that you must not include references in this section; you are presenting your results, so you cannot refer to others here. If you refer to others, is because you are discussing your results, and this must be included in the Discussion section.

**Step 4: Write the Discussion.** Here you must respond to what the results mean. Probably it is the easiest section to write, but the hardest section to get right. This is because it is the most important section of your article. Here you get the chance to sell your data. Take into account that a huge numbers of manuscripts are rejected because the Discussion is weak.

You need to make the Discussion corresponding to the Results, but do not reiterate the results. Here you need to compare the published results by your colleagues with yours (using some of the references included in the Introduction). Never ignore work in disagreement with yours, in turn, you must confront it and convince the reader that you are correct or better.

Take into account the following tips:

1. Avoid statements that go beyond what the results can support.
2. Avoid unspecific expressions such as “higher temperature”, “at a lower rate”, “highly significant”. Quantitative descriptions are always preferred (35°C, 0.5%,  $p < 0.001$ , respectively).
3. Avoid sudden introduction of new terms or ideas; you must present everything in the introduction, to be confronted with your results here.
4. Speculations on possible interpretations are allowed, but these should be rooted in fact, rather than imagination.

**Step 5: Write a clear Conclusion.** This section shows how the work advances the field from the present state of knowledge. In some journals, it’s a separate section; in others, it’s the last paragraph of the Discussion section. Whatever the case, without a clear conclusion section, reviewers and readers will

find it difficult to judge your work and whether it merits publication in the journal.

A common error in this section is repeating the abstract, or just listing experimental results. Trivial statements of your results are unacceptable in this section. You should provide a clear scientific justification for your work in this section, and indicate uses and extensions if appropriate. Moreover, you can suggest future experiments and point out those that are underway.

You can propose present global and specific conclusions, in relation to the objectives included in the introduction.

**Step 6: Write a compelling Introduction.** This is your opportunity to convince readers that you clearly know why your work is useful.

A good introduction should answer the following questions:

- What is the problem to be solved?
- Are there any existing solutions?
- Which is the best?
- What is its main limitation?
- What do you hope to achieve?

**Step 7: Write the Abstract.** The abstract tells prospective readers what you did and what the important findings in your research were. Together with the title, it's the advertisement of your article. Make it interesting and easily understood without reading the whole article. Avoid using jargon, uncommon abbreviations and references.

You must be accurate, using the words that convey the precise meaning of your research. The abstract provides a short description of the perspective and purpose of your paper. It gives key results but minimizes experimental details. It is very important to remind that the abstract offers a short description of the interpretation/conclusion in the last sentence.

A clear abstract will strongly influence whether or not your work is further considered.

**Step 8: Compose a concise and descriptive title.** The title must explain what the paper is broadly about. It is your first (and probably only) opportunity to attract the reader's attention. In this way, remember that the first readers are the Editor and the referees. Also, readers are the potential authors who will cite your article, so the first impression is powerful!

We are all flooded by publications, and readers don't have time to read all scientific production. They must be selective, and this selection often comes from the title.

**Step 9: Select keywords for indexing.** Keywords are used for indexing your paper. They are the label of your manuscript. It is true that now they are less used by journals because you can search the whole text. However, when looking for keywords, avoid words with a broad meaning and words already included in the title.

Some journals require that the keywords are not those from the journal name, because it is implicit that the topic is that. For example, the journal *Soil Biology & Biochemistry* requires that the word "soil" not be selected as a keyword.

**Step 10: Write the Acknowledgements.** Here, you can thank people who have contributed to the manuscript but not to the extent where that would justify authorship. For example, here you can include technical help and assistance with writing and proofreading. Probably, the most important thing is to thank your funding agency or the agency giving you a grant or fellowship.

In the case of European projects, do not forget to include the grant number or reference. Also, some institutes include the number of publications of the organization, e.g., "This is publication number 657 from AZTI-Tecnalia."

**Step 11: Write up the References.** Typically, there are more mistakes in the references than in any other part of the manuscript. It is one of the most annoying problems, and causes great headaches among editors. Now, it is easier since to avoid these problems, because there are many available tools.

In the text, you must cite all the scientific publications on which your work is based. But do not over-inflate the manuscript with too many references – it doesn't make a better manuscript! Avoid excessive self-citations and excessive citations of publications from the same region.

Minimize personal communications, do not include unpublished observations, manuscripts submitted but not yet accepted for publication, publications that are not peer reviewed, grey literature, or articles not published in English.

**Завдання 4.** Прочитайте та перекладіть анотації до магістерської роботи. Складіть власну анотацію у відповідності до своєї проблематики.

The Thesis investigates the determinants and patterns of specialisation and international trade in the manufacturing sectors of countries that are similar in terms of their technology, relative factor endowments and preferences.

*Chapter 1* shows that differences in country size alone can be a basis for inter-industry trade in manufactures. I present a general equilibrium model in which each country has two imperfectly competitive industries which can differ in three respects: relative factor intensities, level of transport costs and demand elasticities.

With positive trade costs and increasing returns to scale, each firm prefers to locate in the larger country due to the 'market access' effect. But the increase in demand for factors in the large country induces a 'production cost' effect – a rise in the wage in the large country relative to the small country to offset the locational advantage of the large country. The tension between the market access effect and production cost effect determines which industry will concentrate in which country and the pattern of interindustry trade.

*Chapter 2* investigates circumstance in which technological leapfrogging between regions will occur. Input-output linkages between firms in imperfectly competitive industries create forces for agglomeration of industries in particular locations. A new technology, incompatible with the old, will not benefit from these linkages, so will typically be established in locations with little existing industry and consequently lower factor prices.

*Chapters 3* studies specialisation patterns in the European Union between 1968 and 1990. It investigates whether specialisation has increased in the European Union countries and analyses whether these patterns are consistent with three different strands of trade theories: the classical Heckscher-Ohlin theory, the 'new' trade theories based on increasing returns to scale, and the 'economic geography' theories based on vertical linkages between industries. I find that there is evidence of increasing specialisation in the European Union countries and there is some support for all three strands of trade theories.