

Description of Discipline

Title of Discipline / Income Management				
Semester	Duration	Type of Discipline	ECTS Credits	Student Workload
5	180 hrs.	elective	6	50 hours of teaching, 130 hours of self-study

Requirements for Participation	Type of examination (oral, written, term paper, etc.)	Methods of teaching and learning (lectures, seminars, etc.)	Discipline Coordinator
Completed disciplines 'Political Economy', 'Business Economics', 'Macroeconomics', 'Microeconomics', 'Computer Science'	Written exam	Lectures, practical classes, self-study	Zh. Derii

Learning Outcomes
<p>GC4. Ability to apply knowledge in practical situations.</p> <p>GC5. Ability to communicate in the state language both orally and in writing.</p> <p>GC7. Skills in the use of information and communication technologies.</p> <p>GC8. Ability to search, process and analyze information from various sources.</p> <p>GC9. Ability to adapt and act in a new situation.</p> <p>GC11. Ability to make informed decisions.</p> <p>GC13. The ability to act socially responsibly and consciously.</p> <p>SC1. Ability to show knowledge and understanding of the problems of the subject area, the basics of the modern economy at the micro, meso, macro and international levels.</p> <p>SC7. Ability to use computer technology and data processing software to solve economic problems, analyze information and prepare analytical reports.</p> <p>SC10. Ability to use modern sources of economic, social, managerial, accounting information for the preparation of official documents and analytical reports.</p> <p>SC11. Ability to substantiate economic decisions on the basis of understanding the laws of economic systems and processes and with the use of modern methodological tools.</p> <p>SC12. The ability to independently identify problems of an economic nature in the analysis of specific situations, to suggest ways to solve them.</p> <p>SC15. Ability to develop measures for the formation and use of production potential of the enterprise, all types of resources in various areas of the enterprise.</p> <p>SC17. Have methods, techniques and tools for assessing the results of the functioning and development of economic systems at the micro, meso, macro levels.</p> <p>SC20. Be able to coordinate actions and control the process of formation and use of all types of resources and the production process at the enterprise in different areas of the enterprise.</p> <p>SC21. Anticipate and evaluate the impact of external and internal factors and management decisions on the effectiveness of the enterprise in planning activities and developing strategies for its development.</p> <p>SC22. Implement in the production system and enterprise management system developed measures and design solutions to improve the efficiency of the enterprise in conditions of uncertainty and risk.</p> <p>PLO1. Know and use economic terminology, explain the basic concepts of micro- and macroeconomics.</p> <p>PLO4. Be able to analyze the processes of state and market regulation of socio-economic and labor relations.</p>

- PLO5. Apply analytical and methodological tools to substantiate proposals and make management decisions by various economic agents (individuals, households, enterprises and public authorities).
- PLO9. To analyze the functioning and development of economic entities, to determine the functional areas, to calculate the relevant indicators that characterize the effectiveness of their activities.
- PLO10. Apply the acquired theoretical knowledge to solve practical problems and meaningfully interpret the results.
- PLO11. Identify sources and understand the methodology for determining and methods of obtaining socio-economic data, collect and analyze the necessary information, calculate economic and social indicators.
- PLO12. Be able to use data, provide arguments, critically evaluate logic and draw conclusions from scientific and analytical texts on economics.
- PLO14. Use regulations and legal acts governing professional activities.
- PLO15. Use information and communication technologies to solve socio-economic problems, prepare and present analytical reports.
- PLO18. Analyze economic, economic, financial, innovative activities of enterprises, institutions, organizations.
- PLO19. Be able to independently identify economic problems in the analysis of specific situations, to suggest ways to solve them.
- PLO20. To form and evaluate indicators of efficiency of activity of the enterprises and establishments taking into account factors of external and internal environment.
- PLO21. Be able to develop optimal plans for the enterprise as a whole and its individual units.
- PLO25. Select and use the necessary scientific, methodological and analytical tools to manage economic activity.

Contents

- Topic 1. Policy of formation of own financial resources, its content and principles of development
- Topic 2. Enterprise income management
- Topic 3. Prime cost management
- Topic 4. Financial leverage
- Topic 5. Income distribution management
- Topic 6. Net income distribution management

Exemplary Literature

Primary

1. Voronina M.V. Financial management: A textbook for bachelors. - M.: Dashkov and K, 2016. - 400 p.
2. Hudz O.E. Financial policy of the enterprise: Textbook. / O.E. Hudz, P.A. Stetsyuk. - Kyiv-Lviv: Liga-Press, 2017. - 120 p.
3. Davidenko N.M. Financial management: a textbook. Nat. University of Bioresources and Nature Management of Ukraine. - K.: Zadruga, 2012. - 515 p.
4. Ekimova K.V. Financial management: A textbook for the applied bachelor's degree / K.V. Ekimova, I.P. Savelieva, K.V. Kardapoltsev. - Liubertsy: Urait, 2016. - 381 p.
5. Lysenko N.O. Financial management: textbook. / N.O. Lysenko, N. Yu. Melnichuk; Europe University, Uman branch - Uman, 2012. - 233 p.

Supplementary

1. Blank I.A. Profit management - 2nd ed. - K.: Nika-Centre, 2002. - 752 p.
2. Blank I.A. Asset Management. - K.: Nika-Centre, Elha, 2002. - 720 p.
3. Blank I.A. Cash flow management. - K.: Nika-Centre, Elha, 2002. - 736 c.
4. Blank I.A. Capital management. - K.: Nika-Centre, Elha, 2004. - 576 c. (Section 2, Chapter 5, pp. 197-242).

5. Body Zwi, Merton Robert. Finance: Textbook. allowance: Per. with English - M .: Williams Publishing House, 2000. - 592 p.
 6. Vuychenko M.A. Financial management: investment management: textbook. Uman. nat. university of horticulture. - Uman: Sochinsky, 2010. - 165 p.

Web resources

1. UKRINFORM: BUSINESS NEWS <http://info.dinau.com.ua>
2. Ukraine Business & Economy <http://www.oon.com.ua>
3. Official site of the State Statistics Committee of Ukraine <http://www.ukrstat.gov.ua>
4. Electronic News <http://www.elvisti.com>
5. Official site of the Verkhovna Rada of Ukraine <http://www.rada.gov.ua>
6. Newspapers of the world <http://www.dds.ni>
7. Press of Ukraine <http://www.brama.com/news/ukr.html>
8. Financial Times <http://www.ft.com> 10.Wall Street Journal (only with paid subscription) <http://www.wsj.com>
- 9.New York Times (Information About) <http://www.nytimes.com>
10. Bulletin of the National Bank of Ukraine <http://www.bank.gov.ua>

Academic staff

Name	Academic degree	Position	Qualification / Academic Discipline	Full-time / Part-time	Area of Teaching
Derii Zhanna Volodymyrivna	Doctor of Economic Sciences	Head of the Department of Theoretical and Applied Economics, Professor	Kyiv Institute of National Economy (1991), specialty – Accounting, Control and Analysis of Economics Activity, qualification – Economist; Chernihiv National University of Technology (2015), specialty – Environmental and Natural Resource Economics, qualification – Master in Environmental and Natural Resource Economics; Doctor of Economics Sciences 08.00.07 Доктор економічних наук, 08.00.07 Demography, Labor Economics, Social Economics and Politics	Full-time	Business Economics, Cost Management, Income Management