



RTU Course "Commercial Operations"
22000 Faculty of Engineering Economics and Management

General data

Code	IRO213
Course title	Commercial Operations
Course status in the programme	Compulsory/Courses of Limited Choice; Courses of Free Choice
Responsible instructor	Elīna Gaile-Sarkane
Academic staff	Judīte Jakubāne Deniss Šceulovs
Volume of the course: parts and credits points	1 part, 3.0 credits
Language of instruction	LV
Annotation	Organizational and legal aspects of the types of commercial activities. Launching of the commercial operations. Tasks, planning. The logics of commercial business. Corporate culture. Factors influencing operation of an enterprise. Financing and investments. Reengineering of enterprise, its management. The causes of crisis of commercial operations, insolvency, rehabilitation, bankruptcy, liquidation. Commercial risk, levels and factors impacting the level of risk.
Goals and objectives of the course in terms of competences and skills	To clarify the notion of the concept of commercial operations as the basis of economic activities. To help the students understand the foundation and main principles of the commercial operations, as well as the influence of external and internal environment. To understand development of commercial operations in Latvia and analyse the characteristic features of different forms of commercial operations. To know how to organize different commercial operations.
Structure and tasks of independent studies	Literature review on the corresponding issues, preparing for the seminars and assessment tests following the materials analysed during lectures and provided in the recommended reference sources
Recommended literature	1. Godins S., Veiksmes stratēģija.- Rīga, Izdevniecības nams Trīs, 2010 2. Leibus I., Pirmie soļi komercdarbībā.- Rīga, Lietišķās informācijas dienests, 2010 3. Abizāre V. Ievads uzņēmējdarbībā. – Rīga RaKa, 2004. – 140 lpp. 4. Caune J. Dzedonis A. Stratēģiskā vadīšana. – Rīga Kamene, 2000. 5. Kā kļūt par komersantu. – Rīga Kamene, 2002. – 185 lpp. 6. Komerclikums //http://www.likumi.lv
Course prerequisites	Different study courses providing the general economic education

Course contents

Content	Full- and part-time intramural studies		Part time extramural studies	
	Contact Hours	Indep. work	Contact Hours	Indep. work
Commercial operations, businessman, enterprise, its terms.	6	0	0	0
Process of organization of commercial operations.	2	0	0	0
Objects and subjects of commercial operations.	4	0	0	0
Legal forms of commercial operations.	12	0	0	0
Transformation of commercial operations.	2	0	0	0
Crisis in the field of commercial operations and possibilities of its overcoming.	2	0	0	0
Elimination of commercial operations.	4	0	0	0
Total:	32	0	0	0

Learning outcomes and assessment

Learning outcomes	Assessment methods
To know legislation of commercial operations.	Seminar on significance of commercial operations for the development of the national economy and problems of determination and implementation of the main goals.
To know main concepts, tasks and functions of commercial operations.	Assessment test on the main terms of commercial operations.
To be able to understand conditions and procedure of organizing the commercial operations.	Assessment test on the main terms of commercial operations.
To be able to describe subjects and objects of commercial operations.	Assessment test on the main terms of commercial operations.
is able to practically establish various types of the commercial operations as well as knows the procedure	Assessment test on the legal forms of commercial operations, its notes and features.
To know causes and effects of crisis of commercial forms. To know process of conversion of paying capacity. To comprehend the essence of insolvency process.	Unassisted work - elaboration of the paying capacity plan.

Study subject structure

Part	CP	Hours			Tests			Tests (free choice)		
		Lectures	Practical	Lab.	Test	Exam	Work	Test	Exam	Work
1.	3.0	2.0	0.0	0.0		*		*		