

INTERNATIONAL SUMMER SCHOOL

**International Cooperation:  
Commercial Negotiations**

July 28 – August 8, 2025

Language of delivery:

English

Moscow, Russian Federation



RUSSIAN FOREIGN  
TRADE ACADEMY



# About Academy



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For more than 90 years, RFTA of the Ministry of Economic Development of the Russian Federation has been training professionals for foreign economic activity. Graduates of the Academy become specialists in the field of international trade, international management, international finance and international economic law.



The Academy has the following areas of bachelor, master and postgraduate training: economics, management, state municipal administration and law. Modes of study: full time, mixed and extramural.



# Why choose the RFTA Summer School?



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- as a Summer School student you will be able to stay in RFTA accommodation in the heart of Moscow
- get more information about the peculiarities of working with the Russian business community
- master the skills one needs to interact with a foreign partner
- improve your Russian and English skills
- discover Russian culture
- interact with highly-esteemed RFTA faculty members
- network with Russian & international participants
- gain unique experience to design your future





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# INTERNATIONAL SUMMER SCHOOL

Negotiations are a highly sophisticated type of business communication. To negotiate successfully, we should know different strategies and tactics, gain cross-cultural competence and realize how the language we use can help us achieve our goals and build a mutually beneficial relationship with our partner. It is a skill, which can only be acquired by practicing.

## Program content:

- Russian as a foreign language
- Negotiation workshops (in English)
- Lectures on the Russian economy and business (in English)
- Design-thinking
- Intercultural communication workshops (in English)
- Excursions and sightseeing





# INTERNATIONAL SUMMER SCHOOL SCHEDULE



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1st week July 28- August 3								
Moscow w TIME	July, 28 / Monday	July, 29 / Tuesday	July, 30 / Wednesday	July, 31 / Thursday	August, 1 / Friday	August, 2 / Saturday	August, 3 / Sunday	
10:00 - 11:15	Welcome event	Russian as a Foreign Language	Russian as a Foreign Language	Russian as a Foreign Language	Russian as a Foreign Language	Sightseeing		
11:15- 11:30	Break							
11:30 - 12:50	Getting Started Guide	Design-thinking	Negotiations workshop	Cross-cultural communication	Negotiations workshop			
2nd week August 4-August 8								
Moscow w TIME	August, 4 / Monday	August, 5 / Tuesday	August, 6 / Wednesday	August, 7 / Thursday	August, 8 / Friday	August, 9 / Saturday	August, 10 / Sunday	
10:00 - 11:20	Russian as a Foreign Language	Russian as a Foreign Language	Russian as a Foreign Language	Russian as a Foreign Language	Russian as a Foreign Language	Checkout	Checkout	
	Break							
11:30 - 12:50	Russian Economy and BRICS	Design-thinking	Russian Economy and the Influence of Eurasian Integration Processes on Its Development	Russian culture activity	Closing session			
14:00 - 15:20								

# INTERNATIONAL SUMMER SCHOOL PROGRAMM DESCRIPTION



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## **Russian as a Foreign Language**

Intensive Russian language classes are designed to improve participants' proficiency in grammar, vocabulary, and conversational skills. Through interactive lessons and practical exercises, participants will develop the ability to communicate effectively in various contexts.

## **Design Thinking Workshop**

This hands-on workshop introduces participants to the principles of design thinking. Focused on creative problem-solving, participants will learn to approach challenges with innovative solutions, enhancing their critical thinking and adaptability.

## **Negotiation Skills Workshop**

Participants will gain essential negotiation techniques and strategies to achieve mutually beneficial outcomes in professional and personal settings. Interactive exercises and case studies will help refine these skills in real-world scenarios.

## **Cross-Cultural Communication**

This session explores the nuances of cross-cultural interaction, equipping participants with the tools to navigate cultural differences effectively. Emphasis is placed on fostering mutual understanding and improving interpersonal communication.

## **Russian Economy and the Influence of Eurasian Integration Processes on Its Development**

An in-depth lecture analyzing the dynamics of the Russian economy and its role in regional integration initiatives such as BRICS and the Eurasian Economic Union. Participants will gain insights into how global and regional trends shape economic policies.

## **Sightseeing Tour of Moscow**

Participants will explore historical and modern sites, deepening their understanding of Russia's rich heritage and vibrant culture.

## **Closing Session and Certificate Awarding**

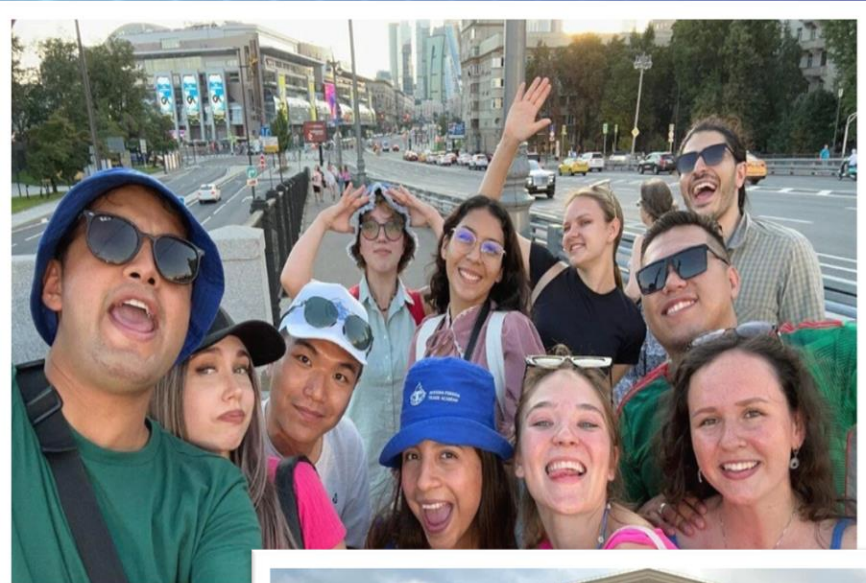
The program concludes with a final reflection session, where participants share key takeaways and celebrate their achievements.



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Russian Foreign Trade Academy is located in the center of Moscow, which makes it accessible to students from all over the world. The center of Moscow is a place where history and modernity mix, where you can see many cultural and architectural sights. The center of Moscow is full of cafes, restaurants and shops where you can taste national cuisine and buy souvenirs. This is a place where you can enjoy the beauty of historical buildings and learn more about the culture and history of Russia.



- Walk through the Moscow historical center and the Boulevard ring
- Muzeon park of arts - a unique open air museum of sculpture
- Exhibition of Achievements of National Economy - the world's largest exhibition, congress and recreation center
- Sparrow Hills (Vorobyovy Gory) - one of the highest points in Moscow which offers a panoramic view of the city.





# Infrastructure

Modern library with self-study area  
Lecture and seminar rooms  
Comfortable conference room  
Sports complex: pool, gym, soccer, volleyball,  
basketball, cheerleading





# Sports and recreation complex (src)







Campus







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## Application Submission Deadline

May, 20 2025 - for visa countries

June, 1 2025 - for non-visa countries

[APPLY NOW](#)

\* Foreign nationals should submit to the Academy the following documents:

- application form (online)
- digital passport copy (page with personal data)
- standard medical certificate, confirming that your medical condition makes it possible for you to study in Russia
- international medical insurance
- certificate of HIV absence
- visa copy (if you are from visa country)

PROGRAM FEE – 700 \$ for partner-universities  
900\$ for others

➤ **price includes:** accommodation (two people per room); breakfast/lunch at the campus; study program; study materials; use of the infrastructure; certificate of program completion.

➤ **price doesn't includes:** airline tickets; visa processing; international medical insurance; transport in Moscow; food and other expenses in Moscow; airport pick-up.



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