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**АНГЛИЙСКИЙ ЯЗЫК  
ДЛЯ СТУДЕНТОВ  
ПО СПЕЦИАЛЬНОСТИ  
«СУДЕБНАЯ ЭКСПЕРТИЗА»**

**«СУДЕБНЫЕ ЭКОНОМИЧЕСКИЕ ЭКСПЕРТИЗЫ»**

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### **Аннотация**

Пособие является логическим продолжением учебника «Английский язык для студентов по специальности «Судебная экспертиза» (авт. О.Л.Федотова, А.С.Влахова, А.И.Контанистова).

Основной целью данного пособия является овладение обучающимися экспертами-экономистами необходимым уровнем иноязычной коммуникативной компетенции для решения задач профессионального характера, общения с зарубежными коллегами, а также для дальнейшего самообразования.

Пособие создано для студентов второго курса, обучающихся по направлению «Судебная экспертиза» по специальности «Судебные экономические экспертизы» и рассчитано на один семестр.

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### **ABSTRACT**

This book is an additional part to the textbook published in 2014 “English for Students of Forensic Science”. Its main purpose is working out of the communicative competence in English by the students studying forensic economics. The authors tried to acquaint the learners with the main terms and topics of forensic economics in English.

## **Предисловие**

Учебное пособие разработано для студентов второго курса по специализации «Судебные экономические экспертизы» института Судебных экспертиз Московского государственного юридического университета им. О.Е.Кутафина. Пособие рассчитано на изучение в четвертом семестре в течение 72 академических часов после прохождения основного учебника по специализации, судебные экспертизы.

Авторы видели свою задачу в создании логического продолжения основного учебного материала с учетом будущей профессиональной специализации студентов.

Основная цель – формирование профессиональной компетенции будущих экспертов-экономистов на основе работы с иноязычными аутентичными материалами их специализации.

Учебное пособие подразделяется на два основных модуля, каждый из которых включает в себя 6-7 разделов (Units) и глоссарий. Первый модуль делает экскурс в вопрос общей экономической теории и терминологии. Второй непосредственно касается вопросов экономической экспертологии и описывающую ее терминологию, принятую в англоязычных странах.

Примерное время прохождения первого модуля – 36 часов; второго модуля – 36 часов.

Тематика, включенная в разделы, соответствует учебному плану подготовки судебных экспертов-экономистов и нацелена на достижение воспитательного эффекта и формирования у студентов общекультурных и профессиональных компетенций, определенных общеобразовательной программой.

## **C O N T E N T**

## **Chapter 1 Basics of Economics**

Unit 1	Economics and Economy	4
Unit 2	Money	11
Unit 3	Company	22
Unit 4	Company organization	30
Unit 5	Company performance	36
Unit 6	Banking	45
Unit 7	Test yourself	54
	Glossary	58

## **Chapter 2 Forensic Economics**

Unit 1	Forensic Economists	62
Unit 2	Ethics and Assumptions of Damage Models	75
Unit 3	Financial Forensics	92
Unit 4	Forensic Accounting	107
Unit 5	Forensic Audit	119
Unit 6	Test yourself	134
	Glossary	138

# CHAPTER 1. BASICS OF ECONOMICS

## UNIT 1. ECONOMICS AND ECONOMY

*1. Соотнесите следующие слова с их определениями.*

**a) economy, b) economics, c) economic, d) economical.**

1. social science concerned chiefly with description and analysis of the production, distribution and consumption of goods and services
2. using the minimum required; not wasteful of time, effort, resources
3. area of the production, distribution or trade and consumption of goods and services
4. concerning or affecting material resources or welfare, capable of being produced or operated for profit, relating to the science of economics.

*2. Используйте выделенные слова (1-4) из предыдущего упражнения и заполните пропуски соответствующими по смыслу словами.*

1. As it is a study that constitutes rational human behaviour in the endeavour to fulfill needs and wants, \_\_\_\_\_ tries to explain how and why we get the stuff we want and need to live.
2. The word \_\_\_\_\_ is Greek and means “household management”. It was studied by many philosophers beginning from ancient Greece, notably Aristotle.
3. It is evident that we observe the period of sustained \_\_\_\_\_ growth.
4. The \_\_\_\_\_ writing style is characteristic for SMS communication.
5. The new \_\_\_\_\_ theories regarding the effects of deficit spending have been developed recently.
6. Market-based \_\_\_\_\_ allows goods to flow freely through the market, according to demand and supply.
7. Being a field of studying that has become vitally important in our globalized society, \_\_\_\_\_ deals with money and borrowing, production and consumption, trade and markets, employment and occupations, pricing, taxes and much more.

*3. Определите соответствие между словами 1 - 8 и фразами a-h.*

1. resources	a. these are provided to people
2. production	b. money asked for or given in

	exchange for something else.
3. goods and services	c. it may be high and low
4. price	d. income
5. distribution	e. they are used to produce something
6. employment	f. when everybody gets his share
7. revenues	g. the process of manufacture
8. pricing	h. it means that somebody works

**4. Прочитайте, переведите текст и ответьте на вопрос, содержащийся в его названии.**

### **WHAT IS ECONOMY AND ECONOMIC SYSTEM?**

As you know from the course of history, the development of humanity supposed the creation and working out new resources to satisfy the growing needs of people. The growth of these needs required the necessity of finding new sources to provide the production of goods and services. The problem of matching human needs and effective ways of utilizing resources can bring economic growth, high level of employment, stable prices, equitable distribution of revenues and relative social security. Thus, the complex of undertakings in the scale of a state or completely the human society, which is directed on reaching this goal, can be called economic system.

Different countries may have different kinds of economies. For example, a planned economy is the one, in which all resources are allocated by the government. It owns everything and controls prices and incomes. A mixed economy supposes something between free-market and planned economies. The government owns and allocates some resources and the free market (buyers and sellers) owns and allocates others. But the most effective is a market economy as businesses are free to buy and to sell their goods and services on the terms they like. Economic market is a set of arrangements and rules through which buyers and sellers make contact and do business.

One of the main laws of the market is the law of supply and demand, which says that if demand exceeds supply, the price tends to rise and when supply exceeds demand, the price tends to fall.

It is necessary to mention the principal instrument of the market economy - the price mechanism or pricing, which guides the decisions of producers concerning the composition of their output. Besides, in free markets, prices direct allocations of inputs that provide the firms with the most profitable usage. Furthermore, the distribution process is also governed by the price mechanism.

Thus, the market mechanism brings about an allocation of resources that reflects two basic factors: consumer preferences and production costs. The prices,

which play the coordinating role of the market mechanism, are determined through the interaction of demand and supply.

Competition is the other important force of the market. On the one hand, it protects the customers – they have the right of choice and they benefit from the fact that competition keeps prices close to costs; on the other hand, it makes producers and suppliers utilize resources economically, using most sophisticated technologies. And furthermore, as all businesses produce goods and services and seek profits, they all compete with other businesses for inputs of labor, capital and natural resources, including foreign partners.

However, freedom of enterprise is not total in the market economy. Businesses are subject to laws and government regulations, which determine the economic environment, fiscal and monetary policies.

Therefore, every economic system has to deal with many challenges to survive and to perform well.

**5. Найдите в тексте английские эквиваленты следующих русских словосочетаний.**

1. определяет экономическую ситуацию
2. максимально приближают цены на товары к их себестоимости
3. производят товары и услуги в надежде получить прибыль
4. взаимодействие спроса и предложения
5. контролирует цены и доходы
6. предполагала создание и разработку новых источников
7. высокий уровень занятости
8. удовлетворять растущие потребности населения
9. комплекс мер в масштабе государства
10. которые обеспечивают компаниям их наиболее выгодное использование.

**6. Определите, правдивы ли следующие высказывания.**

1. The growing wants of people were the main reason for the development of economy.
2. The production of goods and services dictated the necessity of creating new approaches to the utilizing resources.
3. Businesspersons of the countries with a planned economy take active part in defining economic policy of the state.
4. Government and executives have relative parts in economic activities of the market-oriented states.
5. If demand exceeds supply the price tends to go down and when supply exceeds demand the price tends to increase.
6. Price mechanism defines how much the goods will cost.

7. Competition serves the improving of goods quality and the search for new ways of satisfaction customers' needs.

**7. Переведите следующие слова с противоположным значением. Объясните их значение.**

Free-market and planned economy, buyers and sellers, demand and supply, output and input, producers and suppliers, income and losses.

**8. Расставьте слова (1-7) в предложения (a-g).**

1. competitive	a. _____ is a fundamental economic concept that describes the total amount of specific goods or services that is available to consumers.
2. supply	b. _____ supposes desirable and measurable outcome or result from an action, investment, project, resource, or technology.
3. pricing	c. _____ is the use of government revenue collection (mainly taxes) and expenditure (spending) to influence the economy.
4. demand	d. An economist would say that a market is perfectly _____ when firms price their output at marginal cost and costs are minimized by internal efficiency.
5. benefit	e. _____ describes the actions of someone who shows some <b>initiative</b> by taking a <b>risk</b> by setting up, investing in and running a business.
6. fiscal policy	f. _____ is an economic term that describes a consumer's desire and willingness to pay a price for specific goods or services.
7. enterprise	g. _____ is the act of setting a value on a product that the buyer pays for the product or service afterwards.

**9. Работа в парах. Обсудите следующие вопросы.**



1. Advantages and disadvantages of a free-market economy.
2. Advantages and disadvantages of a planned economy.
3. The economy of our country. Is it free-market or planned? And why?
4. Name some businesses or organizations owned by the government.
5. Name some businesses or organizations owned by private individuals or groups of people.

**10. Прочитайте текст и заполните пропуски 1-5 фразами а-е. Переведите текст.**

### WHAT IS ECONOMICS?

- a. for goods and services by consumers, business investors, and governments
- b. that give them as much pleasure as possible
- c. try to achieve efficiently any economic objective they select
- d. in social contexts
- e. can extract from their operations

Economics is a social science studying production, distribution, exchange, and consumption of goods and services. Economists focus on the way in which individuals, groups, business enterprises, and governments 1 \_\_\_\_\_. Other fields of study also try to do that. Psychology and ethics try to explain how objectives are formed; history records changes in human objectives; sociology interprets human behavior 2 \_\_\_\_\_.

Standard economics can be divided into two major fields. The first, microeconomics, explains how supply and demand in competitive markets create prices, wage rates, profit margins, and rental changes. Microeconomics assumes that people behave rationally. Consumers try to spend their income in ways 3 \_\_\_\_\_. As economists say, they maximize utility. For their part, entrepreneurs seek as much profit as they 4 \_\_\_\_\_. The second field, macroeconomics, deals with modern explanations of national income and employment. Macroeconomics dates from the book, *The General Theory of Employment, Interest, and Money* (1935), by the British economist John Maynard Keynes. His explanation of prosperity and depression is based on the total or aggregate demand 5 \_\_\_\_\_.

**11. Восстановите словосочетания из текста и переведите их. Количество точек соответствует количеству пропущенных букв.**

human      . . . a . . . . r,  
 general     t . . . . y,  
 competitive . . r k . t . ,

two major . . . .ds,  
social s . . e . . . ,  
to behave . a . . . . a . . y,  
prosperity and . e . . . . i . n,  
business e . . . . p . . . es,  
maximize . t . . . . y,  
profit . a . . . ns,  
modern . x . . a . . t . . ns.

**12. Ниже приведены предложения двух текстов о микро и макроэкономике. Расставьте эти предложения в логическом порядке и восстановите тексты.**

- a) M \_\_ is the study of decisions that people and businesses make regarding the allocation of resources and prices of goods and services.
- b) For example, M \_\_ would look at how and increase/decrease in net exports would affect a nation's capital account or how GDP would be affected by unemployment rate.
- c) M \_\_ focuses on supply and demand and other forces that determine the price levels seen in the economy.
- d) M \_\_ is the field of economics that studies the behavior of the economy as a whole and not just on specific companies, but entire industries and economies.
- e) M \_\_ looks at the country and government decisions.
- f) M \_\_ is generally the study of individuals and business decisions.
- g) M \_\_ looks at economy-wide phenomena, such as Gross Domestic Product (GDP) and how it is affected by changes in unemployment, national income, rate of growth and price levels.
- h) For example, M \_\_ would look at how a specific company could maximize its production and capacity so it could lower prices and better compete in its industry.

**13. Прочитайте текст, переведите и ответьте на вопрос: "What is the difference between micro- and macroeconomics?"**

## MICRO AND MACRO

While these two studies of economics appear to be different, they are actually interdependent and complement each other as there are many overlapping issues between the two fields. For example, increased inflation (macro effect) would cause the price of raw materials to increase for companies and in turn affect the end products price charged to the public (micro effect).

It is known that microeconomics takes a bottoms-up approach to analyzing the economy while macroeconomics takes a top-down approach. Microeconomics

tries to understand human choices and resource allocations, and macroeconomics tries to answer such questions as “What should the rate of inflation be?” or “What stimulates economic growth?”

Both micro and macroeconomics provide fundamental tools for any economic and financial studies and should be researched together in order to understand how companies operate and earn their revenues and how this process is supervised by the entire economic policy of the country.

#### ***14. Переведите предложения на английский язык.***

1. Термин “экономика” может быть определен как хозяйственная деятельность общества и система производственных отношений и потребления в этом обществе.
2. В IV веке до н.э. древний философ Ксенофонт называл экономику естественной наукой, а позже Аристотель определил ее как отрасль деятельности человека, направленную на извлечение прибыли.
3. Современные ученые считают, что главной функцией экономики является создание благ и условий, необходимых для жизнедеятельности людей.
4. Очевидно, что экономика способствует удовлетворению потребностей человека в условиях ограниченных ресурсов.
5. Экономический рост, являясь количественным показателем экономического развития, тесно связан с ростом общего благосостояния государства.

#### ***15. Работа в парах. Расскажите друг другу об экономике как науке, макроэкономике и микроэкономике. Используйте дополнительно информацию из Интернета.***

#### ***16. Повторение грамматики. Времена группы Simple.***

- a) Вернитесь к тексту “What is economy and economic system?” Найдите 3 предложения в простом настоящем времени. Поставьте эти предложения в вопросительную и отрицательную формы. Сформулируйте правило.
- b) В упражнении 14 переведите все предложения в простое прошедшее время, добавив соответствующие обстоятельства времени. Задайте общие вопросы к каждому предложению.
- c) Составьте экономический прогноз для вымышленной страны ABDC в 5 предложениях. Используйте пройденную лексику и грамматическое время Future Simple в утвердительной, вопросительной и отрицательной формах.

**17. Подготовьте презентацию об экономике какой-либо страны и представьте ее в аудитории.**

## **UNIT 2. MONEY**

**1. Работа в парах. Обсудите следующие вопросы.**

1. How can you define the word “money”?
2. Is it possible to live without money nowadays? Do you know any historical examples of living without money?
3. What role does money play in your life?

**2. Переведите слова.**

Hunter, animal furs, barter, cattle, grain and salt, to weigh, gunpowder, nails, coin, ancient Greeks, goldsmith.

**3. Прочитайте текст и озаглавьте (1-5) его параграфы (A- E).**

- A. The stratification of society
- B. The loss of value
- C. Forced necessity
- D. Banknotes instead of gold
- E. Precious metals of old times

### **HISTORY OF MONEY**

1. In early civilizations, people did not have money. They traded objects. Maybe a hunter had more animal furs than he could use and his neighbor might have caught more fish than he could eat himself. They soon saw that they needed each other. The fish man needed furs to protect himself from the cold and the hunter needed something to eat, so they exchanged their goods. This is a barter. However, the barter also had disadvantages. If there were not any more people who needed the hunter’s furs, he could not trade them for the things he needed.

2. As time went on, people used things that were valuable as a kind of money. Therefore, cattle was one of the earliest forms of money. People who had many cows were thought to be very rich. Later on, grain and salt were common forms of money. They had advantages because you could weigh them. The Aztecs used cacao beans as money. They were valuable and easy to carry. The early American

colonists used gunpowder, tobacco and nails as money. These things were very rare.

3. In the course of time people searched for better ways of trading goods. They found out that metal, especially gold and silver, was very valuable. Some historians believe that the Lydians made the first coins at around 700 B.C. The ancient Greeks and Romans also had silver and gold coins. However, it was not until the late Middle Ages that coins became common throughout Europe. Metals were stamped and coins had to have a certain weight. People knew how many coins they needed to buy something because they had a fixed value. Moreover, from these times governments began to guarantee the value of money coins.

4. Paper money came into use about 300 years ago. The idea came from goldsmiths who gave people pieces of paper in exchange for their gold. These bills could be exchanged for their gold later on and they notified that real gold or silver belonged to a concrete person and existed somewhere. Until the middle of the 20<sup>th</sup> century, governments all over the world had deposits of gold that was worth as much as the amount of money they gave to their people. Therefore, it defined the issue and circulation of paper money. Being used everywhere paper money had many advantages as it was cheaper to produce and easier to carry around.

5. Nevertheless, there were also dangers. Governments could produce as much paper money as they wanted. If they produced too many banknotes and gave them to the people, they would have too much money to spend. If there were not enough goods to buy, prices would go up. The money then would lose its value. We call it inflation. Today, the amount of money in circulation is controlled by central banks. They make sure that paper money has a constant value.

**4. Найдите в тексте синонимы следующим фразам.**

1. good side of something
2. quantity, sum
3. a system of trade without money
4. a transmission of money from one person to another
5. a round piece of metal that is used as money
6. as time went on
7. the money that a country uses
8. always worth the same price
9. someone who makes or sells things made of gold
10. people who once lived in today's Turkey
11. material used to make bombs and fireworks

**5. Ответьте на вопросы по тексту.**

1. Why was it necessary for ancient people to exchange things?
2. What were the equivalents of money in ancient times?
3. Why and where did the coins appear?

4. How did paper money come into use?
5. What type of money do we have now?

**6. Расположите предложения в логическом порядке и восстановите текст (возможны варианты).**

### WHAT IS MONEY?

- a) Furthermore, we get money for the work that we did.
- b) Paper money has value because a large number of people agree to its value so it becomes useful as a bartering tool.
- c) So money has always been a way of exchanging goods and services for humans.
- d) Paper money is issued by governments around the world and is used by people to store value and purchase goods they need for their everyday lives.
- e) For some centuries, money has been a currency in metal coins and paper bills which we needed to buy the things in life that we wanted.
- f) Instead of trading sheep, shells or grain, people rely on paper money because it has a common use for almost everyone.

**7. Прочитайте текст и озаглавьте его.**

In the second half of the 20th century, people realized that they did not have to carry money around to buy the things they needed. Information about money was sent from bank to bank, so you could have your money transferred from one place to another without touching it. Therefore, the first checkbooks have appeared. It meant that the customer signed a small slip of paper and the shop assistant sent it to the bank and got his money from the customer's account at once. Later the customer paid the money back to the bank and refilled his account.

Today, we understand money absolutely another way. People all over the world use debit or credit plastic cards, which is the most comfortable way of storing and paying money in everyday life. Standard-size plastic token, with a magnetic stripe holds a machine-readable code. Using debit cards, you use money from your bank account. Spending on a credit card means borrowing the money from the card provider. Credit cards are a convenient substitute for cash or check, and an essential component of electronic commerce and internet commerce. Credit card holders draw on a credit limit approved by the card-issuer such as a bank, store, or service provider and normally must pay for credit card purchases within 30 days of purchase to avoid interest or penalties.

**8. Составьте пять специальных вопросов к тексту, начиная с вопросительных слов: Why? How? When? What is the way to...? What does it mean to...? Обменяйтесь вопросами с партнером и ответьте на них.**

**9. Работа в парах. Прочитайте текст и перескажите его на английском языке.**

С появлением первого производства между людьми начал происходить обмен. Но не всегда удавалось найти нужное количество продукта для этой операции. Деньги – это эквивалент, который стал использоваться при совершении обмена. Их по праву можно считать достижением человечества, и едва ли без них можно представить современную жизнь.

Исторически не определено точное время появления денег. Однако впервые о проведении платежа серебром упоминается в клинописях примерно в 2500 году до нашей эры. Первые деньги отличались большим разнообразием: каменные, которые представляли собой диски с отверстием по центру, различались по диаметру и применялись при обмене товарами, оплате услуг; металлические – изготавливались из мягких металлов, таких как медь, которые не применялись при производстве оружия; соляные – представляли собой бруски из соли и использовались в некоторых странах вплоть до 20 века. Крупный рогатый скот в определенные времена также служил денежной мерой. Даже целые стада могли считаться эквивалентом при проведении экономических сделок.

Деньги в виде монет впервые стали использоваться в седьмом веке до нашей эры. Они представляли собой пластины из металла неправильной формы, на которых изображался рисунок. Он определял стоимость монет в зависимости от веса.

**10. Дополните предложения одним из трех слов в скобках.**

**MONEY IN OUR LIFE**

1. We call money in notes and coins \_\_\_\_\_.  
(a. cash b. capital c. reserves).
2. Dollar, mark and ruble are all \_\_\_\_\_.  
(a. currencies b. hinds c. monies).
3. Money borrowed from a bank is a \_\_\_\_\_.  
(a. fund b. income c. loan).
4. Borrowed money that has to be paid back is a \_\_\_\_\_.  
(a. debt b. fund c. subsidy).
5. All the money received by a person or a company we call \_\_\_\_\_.  
(a. aid b. income c. wages).
6. The money earned for a week's work employees usually call \_\_\_\_\_.  
(a. income b. salary c. wages).
7. The money paid for a month's (professional) work is a \_\_\_\_\_.  
(a. loan b. salary c. wages).
8. Money placed in banks and other savings institutions is \_\_\_\_\_.

- (a. capital b. deposits c. finance).
9. Money paid by the government or a company to a retired person is called a \_\_\_\_\_  
(a. pension b. rebate c. subsidy).
10. The money from which the government pays pensions is kept in a \_\_\_\_\_  
(a. budget b. deposit c. fund).
11. Money needed to start a company \_\_\_\_\_  
(a. aid b. capital c. debt).
12. The money paid to lawyers, architects, private schools, etc. is called \_\_\_\_\_  
(a. fees b. installments c. wages).

11. Работайте в парах. Обсудите значение следующих слов.

Wages - salary, capital – money, debt – loan, income – pension, budget – investment, deposit – credit.

**12. Соотнесите слова и фразы 1-7 с их противоположным значением a-g.**

1. to invest money	a. purchaser
2. to reimburse money	b. to save money
3. to borrow money	c. credit
4. seller	d. to withdraw money
5. to spend money	e. to deduct money
6. debtor	f. to lend money
7. debit	g. creditor

**13. Работайте в парах и обсудите, что могут делать перечисленные ниже лица, используя лексику предыдущего упражнения.**

1. A customer can \_\_\_\_\_
2. Debtor can \_\_\_\_\_
3. Purchaser can \_\_\_\_\_
4. Creditor can \_\_\_\_\_



**14. Заполните пропуски 1-11 словами из рамки a-k.**

a. vouchers, b. bonus, c. stock options, d. benefits, e. car, f. salary, g. expenses, h. rise, i. health insurance, j. pension, k. income

**MY DREAM**

Last night I had a dream. I work in a large company and my base **1.** \_\_\_\_\_ is a million dollars per year. Can you imagine, when I am 65, I will get a **2.** \_\_\_\_\_ of \$ 500,000 per year! Moreover, I will get many other **3.** \_\_\_\_\_ as well. Besides a **4.** \_\_\_\_\_ plan gives me shares in the company, which I can sell at a profit if the price goes up. I will have an expensive company **5.** \_\_\_\_\_, and it's great!

To tell the truth I am happy that I'll get unlimited travel and entertainment **6.** \_\_\_\_\_. And I'll get free **7.** \_\_\_\_\_! It is incredible! I can have free luncheon **8.** \_\_\_\_\_ which can be used in most restaurants in the city. Furthermore, I'll get a special **9.** \_\_\_\_\_ if the company's sales go up by more than 10% in the year.

So, my total **10.** \_\_\_\_\_ next year could be more than \$1.5 million. May it be reasonable to ask for another **11.** \_\_\_\_\_? At this thought I awoke.

**15. Совместите слова 1-14 с их определениями a-n:**

**MONEY VOCABULARY FOR SHOPPING**

1. Aisle	a. The price of an item that is considered to be of very good value
2. Barcode	b. Transportation of items from the shop to the customer's preferred address
3. Bargain	c. A return of the paid price which is usually subject to company policy
4. Cash	d. An act of returning a previously purchased unwanted item and receiving another in its place.
5. Clearance	e. A long walkway with items for sale on either side

6. Delivery	f. An act of providing payment for goods
7. Exchange	g. A time when most items are reduced usually due to the shop closing down.
8. Faulty	h. The act of people standing behind one another to wait for a service
9. Purchase	i. A small square filled with lines which when scanned by a computer provides an item's name and price
10. Queue	j. A device securely attached to a product to deter thieves
11. Refund	k. A rectangular piece of paper often known as a note, which is used for payment of goods or services.
12. Security tag	l. An item, which does not satisfy its description or cannot fulfil its purpose
13. Till	m. A quantity of a particular product held by a shop.
14. Stock	n. A machine used to keep cash received from customers and to provide change if necessary.

*16. Работайте в парах или небольших группах и ответьте на вопросы.*

### CONVERSATIONAL QUESTIONS ON THE TOPIC OF MONEY

1. Do you enjoy shopping? Why/why not?
2. How often do you go shopping?
3. Where do you go shopping most often?
4. What types of shops do you like to visit?
5. Do you prefer large supermarkets or small local shops? Why?
6. Do you always have a shopping list?

7. Do you spend a lot of money when you go shopping?
8. What do you dislike about shopping?
9. Do you like to go shopping alone or with friends?
10. Have you ever bought anything on the Internet?
11. Do you like Internet shopping?
12. What are the advantages and disadvantages of Internet shopping?
13. Have you ever bought anything from a catalogue?
14. Have you ever bought anything from a door-to-door salesperson?
15. What was the last thing you bought for yourself?
16. Do you prefer shopping in malls, markets or streets?
17. When is the best time to go shopping?
18. Do you know anyone who is a shopaholic?
19. How do shops try to attract customers?
20. How important is good customer service when you are shopping?
21. Have you ever bought second-hand goods?
22. What do you think of supermarkets that are open 24 hours a day?
23. Have you ever made a complaint about something you bought?
24. What is 'shoplifting' and do you think it is a big problem these days?
25. How can shops prevent shoplifting?

***17. Напишите e-mail в торговую организацию с претензией на купленный товар. Объясните, в чем состоит дефект. Попросите заменить товар на более качественный или вернуть деньги. Используйте активную лексику.***

***18. Переведите на английский язык.***

1. Деньги – это основа развития торговых отношений, они изменяются вместе с развитием обменных процессов в обществе.
2. Деньги отражают стоимость товаров, произведенных человеком, и являются средством распределения материальных ценностей в обществе.
3. Деньги являются лучшим способом сохранения стоимости товара и служат эквивалентом при всеобщем обмене товарами.

4. Функции денег в современном обществе разнообразны.
5. Самая важная функция денег – мера стоимости, которая реализуется путем установления цены на товары.
6. Являясь средством обращения, деньги выполняют функцию покупки-продажи товара.
7. Средство платежа – это чрезвычайно важная функция денег в современном обществе, так как она осуществляется во время оплаты товара или услуг, уплаты налогов, предоставлении и погашении ссуд и т.д.
8. Деньги также являются средством накопления, аккумулируя финансы, не находящиеся в обороте.
9. Деньги являются международным средством платежа и используются для расчетов между странами. Эту функцию выполняют валюты, подкрепленные золотом, например: доллар, евро, японская йена, фунт стерлингов, швейцарский франк и др.

**19. Заполните пропуски 1-6 в тексте следующими словами a-f.**

a. producers, b. employment, c. supply, d. excess, e. hyperinflation, f. unemployment

## INFLATION

Inflation is one of the most important processes connected with money. It is a rise in the general level of prices. It is caused by an 1 \_\_\_\_\_ of demand over supply, and is related to an increase in the money 2 \_\_\_\_\_. Single-digit inflation is usually described by economists as moderate inflation. Double or triple-digit inflation, which some countries have survived for quite long periods, is known as galloping inflation. Inflation of four or more digits, as in Germany in the early 1920s, and Argentina in the early 1980s, is known as 3 \_\_\_\_\_.

Prices in general tend to remain at the same anticipated level unless there are demand-pull or cost-push shocks. If aggregate demand exceeds what a country can produce at full 4 \_\_\_\_\_, prices will rise (including wages, the price of labor): this is demand-pull inflation. However, for the last fifty years, costs have pushed up prices and wages, even in recessions and periods of high 5 \_\_\_\_\_: this is cost-push inflation. Cost-push inflation is caused, for example, when unions demand wages that employers cannot afford or when oil 6 \_\_\_\_\_ are able to raise their prices.

**20. Совместите слова с их антонимами.**

1. assets	a. saving
2. interest	b. unbalanced
3. consumer	c. liabilities

4. spending	d. no profit
5. deflation	e. asset
6. restrictions	f. free use
7. weighted	g. inflation
8. debt	h. seller

**21. Выберите одно слово из каждой пары в предыдущем упражнении и заполните пропуски 1-8 в тексте.**

The opposite of inflation, when prices fall (generally for short periods), is 1 \_\_\_\_\_. Government policies can be inflationary (often by accident), disinflationary or reflationary. Disinflationary policies might be aimed at slowing down price inflation or at reducing imports; they involve reducing demand by raising taxation and/or cutting government 2 \_\_\_\_\_. Reflationary policies, on the contrary, involve revitalizing a sluggish economy by increasing consumer demand, by either cutting taxes or raising benefits, or relaxing monetary and credit 3 \_\_\_\_\_.

Inflation is measured by the retail price index (RPI) in Britain and the 4 \_\_\_\_\_ price index (CPI) in the US. These measure the cost of a 'basket' of goods and services, including food, clothing, housing, fuel, transport and medical care. The individual items in price indices are 5 \_\_\_\_\_, meaning that allowance is made for their relative importance in people's spending.

Unless inflation is both balanced (affecting all prices and costs equally) and anticipated, it distorts relative prices, tax rates and real 6 \_\_\_\_\_ rates. Unexpected inflation tends to benefit people with fixed nominal interest rate 7 \_\_\_\_\_, and to disadvantage creditors and people with fixed nominal interest rate 8 \_\_\_\_\_ or non-index-linked pensions.

**22. Работайте в парах и ответьте на вопросы.**

1. What is inflation?
2. What is inflation caused by?
3. What is single, double- or triple-digit inflation?
4. What does the demand-pull inflation mean?
5. What do we call the cost-push inflation?
6. What can deflation be?
7. What do we call disinflationary government policies?
8. What are reflationary government policies?
9. How is inflation measured in Britain and the USA?
10. What is the present rate of inflation in your country?
11. Can you give current examples of double and triple-digit inflation?
12. What is your government's policy at the moment? Does it seem to be more concerned with price stability or reducing unemployment?

**23. Повторите времена группы Perfect. Переведите предложения на русский язык, назовите форму времени глагола и объясните ее использование.**

1. The inflation process has lately affected all prices and costs in the country.
2. The inflation process has been affecting prices and costs in this country for many years.
3. Prices and costs of the country have been greatly affected by inflation.
4. Paper money came into use about 300 years ago and since then it has been successfully used.
5. People had used barter exchanging things, which they could offer, before money came into use.
6. Individuals used paper money for many years alongside with coins, which had been invented long before banknotes.
7. Paper money had been used for many years before plastic cards were invented.

**24. Подготовьте мини-доклад о положении дел с инфляцией в разных странах на материалах газет и журналов. Выступите с ним в группе.**

**25. Прослушайте песню “Money-Money-Money” шведской группы ABBA. Заполните пропуски в тексте песни.**

1. I work all night, I work all day,  
to pay **a.** \_\_\_\_\_  
I have to pay,  
isn't it sad?  
And still there never seems to be  
**b.** \_\_\_\_\_ left for me.  
That's too bad!  
In my dreams I have a plan  
If I got **c.** \_\_\_\_\_  
I wouldn't have to work at all,  
I'd fool around and have a ball...

2. Money, money, money  
Must be funny  
In the **d.** \_\_\_\_\_!  
Money, money, money  
Always sunny  
In the rich man's world!

All the things I could do  
If I e. \_\_\_\_\_  
It's a rich man's world!

3.

A man like that is hard to find,  
but I can't get him off my mind,  
isn't it sad?  
And if he happens f. \_\_\_\_\_  
I bet he wouldn't fancy me.  
That's too bad.  
So I must leave,  
I'll have to go  
To Las Vegas or Monaco  
And g. \_\_\_\_\_ in a game,  
my life will never be the same...

**26. Сделайте презентацию, используя любую интересную информацию о деньгах. В основе ее может быть фильм, книга, рассказ или статья. Используйте пройденную лексику.**

## **UNIT 3. COMPANY**

**1. Работа в парах. Обсудите вопросы.**

1. What is the synonym to the word “company”?
2. What is “a company”? How can you define this word?
3. What big national companies of your country do you know?
4. What foreign companies can you name?

**2. Прочитайте текст и заполните пропуски 1-6 фразами a-f.**

- a. and services, they need to live
- b. to satisfy these basic needs
- c. to produce goods and services for sale
- d. the people were keen in
- e. and all other spheres of human activities
- f. that buy and sell for a profit

## WHAT IS A BUSINESS?

The human body requires some food, drink and protection from the extremes of climate in order to survive. Therefore, in all times people needed to cooperate in order 1 \_\_\_\_\_. It was clear that if they concentrated their efforts on the activities, in which they excelled, the living standard of the whole community would improve. This specialization also implied that trade would have to take place. The activities, people were engaged in, began no longer to be directed only towards the satisfaction of their own needs but were concentrated in a relatively narrow range of goods and services 2 \_\_\_\_\_, and these goods could be exchanged with other people. So, the communities which we call now “a company” or “a business” appeared many years ago.

Nowadays we all are involved in the process of selling or buying goods and services. The existence of mankind itself requires the work of a tremendous mechanism of trade, where production, all kinds of services, banks, training, politics 3 \_\_\_\_\_ are connected with getting money or, in other words, with commerce.

In developed economies, most people sell their skills as an engineer, teacher, plumber, manager, accountant or lawyer to other people, and use the money they get in return to buy the goods 4 \_\_\_\_\_. The activities necessary to provide us with the goods and services we want are carried out in factories, mines, workshops, shops and offices, where a group of people with different skills can co-operate 5 \_\_\_\_\_ to other people.

So, “a business” may be defined in different ways, for example: it is a person or group of people buying goods and services in order to produce other goods and services for the purpose of sale at a profit. It can be shorter: a company/a business is an organization 6 \_\_\_\_\_.

### *3. Соотнесите фразы на английском языке с их русскими эквивалентами.*

1. we all are involved	a. огромный механизм
2. to provide us with the goods and services	b. для того, чтобы выжить
3. for the purpose of sale at a profit	c. обеспечить нас товарами и услугами
4. in order to survive	d. удовлетворение их собственных потребностей
5. tremendous mechanism	e. целью продать ради прибыли
6. the existence of mankind	f. мы все вовлечены
7. to concentrate efforts	g. существование человечества
8. the satisfaction of their own needs	h. сконцентрировать усилия



**4. Ответьте на вопросы по тексту.**

1. What is necessary for the human body to survive?
2. What was the reason for the people to cooperate?
3. What was the function of the trade in human development?
4. What institutions are engaged in the process of selling and buying nowadays?
5. Will you comment on the following chain: resource – labour - equipment - product –profit – resource – labour - ....?

**5. Прочитайте текст. Работайте парами и передайте его содержание на английском языке.**

**“COMPANY” OR “CAMPAIGN”**

Правописание существительных “компания” и “кампания” зависит от их лексического значения. Оба слова в русском языке являются заимствованными. Точность их употребления в устной и письменной речи должна соответствовать смыслу слова.

Существительное **компания** обозначает группу людей, объединенных общими интересами. В буквальном переводе с латинского оно имеет значение *тот, с кем делишь хлеб*.

В русском языке слово компания указывает на возрастную, социальную, профессиональную принадлежность или пол тех, в отношении кого употребляется в данном контексте: *веселая компания; компания друзей; с компанией строителей; в мужской компании*.

Второе значение этого слова – торговое или промышленное объединение: *строительная компания, компания по производству древесины, акционерная компания*.

Слово **кампания** также заимствовано из латинского языка. Его первоначальное значение *campus – равнина, поле*. В русском языке это существительное появилось в начале XIX века, со значением: согласованные действия военного или политического характера для достижения важной стратегической цели: *избирательная кампания, военная кампания 1812 года, кампания по подготовке пенсионной реформы*.

**6. Прочитайте текст и ответьте на вопрос: “Why do some kinds of companies have “Ltd” in their titles and what does it mean?”**

## DIFFERENT TYPES OF COMPANIES IN GREAT BRITAIN

**Limited company** (or corporation) is a kind of legal entity, with the right to sue and to be sued. It may consist of a single person, or several persons, but in each case, it has a legal identity separate from these individuals. The members of a limited company have limited liability. This means that if the business has difficulties, the members can be sued as participants of this business, not as individuals, and can be made to pay its debts only up to a certain limit. A limited liability company has the word “limited” or abbreviation “ltd” after its name.

Many large businesses in the UK are **public limited companies (plc)**, which means that the public can buy and sell their shares on the stock exchange. Examples include Marks and Spencer, British Telecom and the National Westminster Bank. They raise capital by selling shares to the public, and these shares are listed on the Stock Exchange. The minimum share capital for a public limited company is 50, 000 pounds.

Another type of limited company is **private limited company**. A company can be formed with a minimum of two people becoming its shareholders. They must appoint a director and a company secretary. If the company goes out of business, the responsibility of each shareholder is limited to the amount that they have contributed; they have limited liability. Such a company also has ltd. after its name.

A limited liability company is not the only way to run a business. A single person may operate as a **sole trader (entrepreneur)**, and even if he employs many people, he alone is entirely responsible for all aspects of management and, thus, for any debts. One more type of running business is **partnership**, when two or more people share management, profits and liability to debts. On the one hand, these people are free from anybody’s influence from outside, but on the other hand, partners may find their personal property at risk if creditors sue them. It is also possible to form an unlimited company. Since members’ liability is unlimited, it is, in effect, similar to a partnership.

### *7. Найдите английские эквиваленты в тексте.*

1. вести бизнес
2. юридическое лицо
3. индивидуальный предприниматель
4. ответственность каждого акционера
5. ответственность за все аспекты управления
6. рисковать личной собственностью
7. покупать и продавать акции на бирже
8. быть свободным от чьего-либо влияния
9. увеличить капитал путем продажи акций
10. ограничена суммой, которую они внесли

**8. Работа в парах. Обсудите друг с другом характерные черты каждого вида компании.**

**9. Определите, к какому типу компании относятся перечисленные ниже недостатки и преимущества.**

**Possible advantages:**

1. You have total control of your business.
2. This is a good way of sharing responsibilities.
3. The financial risks are restricted.
4. You can increase your capital by selling shares.

**Possible disadvantages:**

1. There is a danger that conflicts of personality could ruin your business.
2. You may not have enough knowledge in economics and law to run your business.
3. It may be difficult to expand.
4. It's vital to expand your business in order to increase profits and enlarge everybody's share and you'll have to work more intensively.
5. You may risk your own possessions if the company ruins.

**10. В следующем упражнении вы найдете рекламное объявление компании "Private" о содействии в учреждении и организации деятельности иностранной компании в России.**

**a) Работайте в парах. Прочитайте первую часть рекламного объявления и перечислите преимущества работы с компанией "Private".**

## **COMPANY FORMATION IN RUSSIA**

If you have a great idea for a profitable business in Russia, your great idea will never make it off the ground, if your plan is not implemented in accordance with Russia's complicated business and tax laws. Our experienced corporate attorneys can be with you from the first step and can help whenever you hit a roadblock as you build your business. We are not only skilled attorneys, thoroughly versed in Russian law, but we are successful businessmen who understand what works in Russia and what does not. Whether you need help navigating the process for starting your business, understanding the fees and taxes connected with business formation, or making up your mind what type of business to form in order to have optimum profit, our attorneys will be with you.

*b) Прочитайте вторую часть рекламного объявления. Работайте парами или в небольших группах. Охарактеризуйте различные виды компаний в России. Используйте Интернет для дополнительной информации.*

### **Getting Started: What Types of Business Can You Form in Russia?**

As a businessman or entrepreneur, you may be familiar with the advantages and disadvantages of the various types of corporations you can form in your home country, but are unaware of how these structures work in Russia. As the first step in starting your business in Russia, you will have to determine the type of business you are going to form. At our company we can help you to choose any of the following legal forms of business:

- **Partnership.** We will advise you on whether a full partnership, limited partnership, or economic partnership would be the most beneficial for you.
- **Limited liability company.** Like an LLC in the U.S., you will see the abbreviation OOO in Russia designating a limited liability company.
- **Joint stock company.** Your joint-stock company may be public or non-public and we will help you understand the difference.
- **Unitary enterprise.** These are state-owned legal entities and are not open to foreign investors.
- **Production cooperative.** Being a modern version of the state farms, cooperatives offer numerous cost advantages.

Besides, you will have different options for your company's subdivisions and will need to apply for accreditation of your branch or representative office in Russia. Our consultants will help you in determining the structure of your company: representative offices or branch offices.

*c) Прочитайте третью часть рекламного объявления. Найдите глаголы и фразы, обозначающие действия, которые бизнесмен обязан сделать, чтобы учредить компанию в России. Повторите грамматику, связанную с модальными глаголами. Работайте в парах и расскажите друг другу об этих действиях, используя модальные глаголы *must, can, may, have to, should, to be to, ought to, need.**

### **Preliminary Actions for Incorporation**

While forming a foreign entity or corporation in Russia, you will have to follow the rules that may be unfamiliar to you, even if you have started businesses in other countries. The attorneys of "Private" will guide you through the process, providing sound legal advice, trustworthy referrals, and translation services on every stage of the way. Among the preliminary actions you will need to take are the following:

- **Choosing a company name in Russian.** Russia has some specific rules regarding the naming of companies, including restrictions on using the name “Russia” as part of your name and using foreign abbreviations. We will advise you on the best choice for a company name.
- **Establishing a registered address in Russia.** Documentation must be submitted proving that you have a commercial (non-residential) address for your company in Russia. Our law firm can help you to locate and register a location in the Moscow area or in Saint Petersburg, or we can also provide you with a "virtual office" address.
- **List of business activities.** You will be required to supply a list of all proposed business activities, including designation of a primary activity. We can help with this itemization based on your business proposal.
- **Depositing minimum share capital in Russian Bank.** An initial minimum deposit must be made into a Russian bank to establish the financial basis for the company.
- **Appointment of a director.** If the director of the company is a foreign citizen, he or she must obtain a valid Russian work permit and visa. The director will be held administratively and criminally responsible for all actions of the company. Our lawyers can help with obtaining the proper work documents.
- **Management structure.** Information on all shareholders and members of a board of directors, if you choose to have one, must be provided.
- **Selection of a local bank.** Our firm can help you select a local bank for all of your financial transactions and assist with the opening of any accounts you need.
- **Tax structure.** We will offer advice on the best tax structure for your business and provide the appropriate paperwork to establish your tax base.

*d) Работайте с Интернетом и выясните, что значит каждый из перечисленных ниже документов. Расскажите своему партнеру о этих документах.*

### **Preparing and Filing Necessary Documents**

Here are the documents you will need to submit in both the language of the country of origin and Russian (we will help you with the translation):

- Registration certificate, certificate of incorporation, or certificate of good standing for the foreign legal entity;
- Company charter, including by-laws and articles of association for the foreign legal entity;
- Copy of the passports for the company founder and proposed director(s).
- The following documents will be drafted by our consultants for you:

- Application for the state registration of the new entity.
- Resolution of the founder on the establishment of the Russian company.
- Charter for the new Russian company.
- Power of attorney issued by the founder for the Russian company.

All of these documents must be notarized and legalized in the country of preparation and translated into Russian and notarized before filing in Russia. Our firm can provide these specialized services to you. We will also file all registration documents and tax forms with the proper state agencies and tax authorities.

*e) Заполните пропуски в тексте однокоренными словами из скобок.*

### **Taking the Final Steps**

The final steps in the 1 \_\_\_\_\_ (to incorporate) process include opening a bank account, 2 \_\_\_\_\_ (to manufacture) a corporate seal, and registering with local pension and 3 \_\_\_\_\_ (society) security funds. 4 \_\_\_\_\_ (to open) a corporate bank account in Russia is not as simple as it may sound. To open an 5 \_\_\_\_\_ (to count) you will need to supply the 6 \_\_\_\_\_ (to follow): 7 \_\_\_\_\_ (to register) documents, tax 8 \_\_\_\_\_ (to certify), company charter, 9 \_\_\_\_\_ (to prove) of company address, bank 10 \_\_\_\_\_ (to apply) forms, company CEO interview with the bank 11 \_\_\_\_\_ (to manage), compliance check.

Mention some more important information: the consultants at “Private” will help you with this process and provide the translations. While the use of a corporate seal is no longer legally required in Russia, it will still be expected by many people and agencies you will be doing business with. So, we advise you to have one made and to use it on documents along with authorized signatures.

***11. Сделайте презентацию, в которой расскажите о придуманной вами компании. Используйте следующий план.***

1. Decide which goods or services you will provide.
2. Which type of company is it going to be?
3. Give a name to your company.
4. Make a structure of the company.

## **UNIT 4. COMPANY ORGANIZATION**

***1. Переведите и проанализируйте выделенные словосочетания с –ing формами. Определите, к каким частям речи относятся слова с суффик-***

*сом -ing: герундий, отглагольное существительное, причастие, форма глагола, союз.*

1. Similar principles of **running business**,
2. **according to** the same principles,
3. shareholders **providing the capital**,
4. **process of producing** goods and services,
5. chief executive officer **who is supervising** the production,
6. **running the company** and **having the overall responsibility**,
7. **marketing and accounting departments**,
8. the production process which **is being carried out** by,
9. **integrating legal considerations** into **business planning**,
10. **providing goods and services**.

## *2. Прочитайте текст. Работайте в парах и ответьте на вопросы.*

1. Why are common principles of running business so important for different countries?
2. What are the people making up a company? What are their functions?
3. What are typical departments for a company?
4. What is the role of legal department in the company?

### **STRUCTURE OF THE COMPANY**

Nowadays many countries although having different cultural, social, economic and political customs have worked out similar principles of running business and making companies in different spheres of life.

Most companies are made up according to the same principles and consist of three groups of people: shareholders (they provide the capital), the management (these people run the process of producing some goods or services) and the workforce (these people practically produce goods or services).

At the top of the company hierarchy there is a Board of Directors, who are usually the main investors to the business and it is headed by the Chairman of the Board or the President. Then comes a Managing Director (MD) or a Chief Executive Officer (CEO) who may be hired or chosen from the Board and has overall responsibility for running business. Senior managers or company officers head the various departments or functions within the company and report to the CEO about the production process, which is carried out by the people who are hired for the concrete job or service.

The typical company may have the different departments: marketing, public relations (PR), information technology (or IT), personal or human resources (or HR), finance (or accounting), production, research and development (or R&D).

Every department is engaged in its particular round of duties and responsible for the concrete function in the process of providing goods or services.

Very special place in this scheme is occupied by the in-house Legal Department, which provides legal strategy of the company, integrating legal considerations into business planning, reduces legal costs and presents the interests of the company in different kinds of litigation.

**3. Изучите схему и переведите ее на английский язык. Расскажите партнеру о структуре компании «Восток», занятой в строительном бизнесе. Определите обязанности каждого подразделения.**



**4. Продолжите работу с созданной вами компанией (упр. 11). Составьте схему подчинения ее должностных лиц.**

- a. General Director, the boss
- b. Director of Research and Development, runs the scientific experimental department
- c. Director of Human Resources, responsible for the staff
- d. Training and Qualification Assessment Manager, professional studies
- e. The Chief Executive Officer (CEO), runs day-to-day activities of the company
- f. The Director of Legal Department, provides legal strategy of the company.
- g. Director of Finance, responsible for monetary politics
- h. Director of Marketing Department, liable for sales
- i. Director of Production, runs the process of production of goods or services.



**5. Переведите на английский язык определение понятию «торговля», а также вопросы и элементы схемы. Работайте в парах или небольшими группами и обсудите предложенные вопросы.**

### Торговля как вид деятельности компании

Торговля – это обмен товарами и услугами путем купли-продажи. Она соединяет производителя товаров и их потребителей, людей и производственные фирмы в единое хозяйство страны.

1. Почему возникла торговля?
2. Какова роль торговли в жизни общества?
3. Опишите виды торговли в соответствии со схемой.



**6. Прочитайте следующий текст и переведите его на русский язык.**

### TRADE

Very few producers make their goods and sell them directly to their end users from the same premises. There are usually specialized marketing intermediaries involved in getting goods or services to the right place - a sales outlet convenient to consumers - at the right time. These intermediaries constitute a distribution channel or a chain of distribution.

The shortest channel exists in cases of direct marketing, where the manufacturer sells directly to consumers, reaching them by telephone or direct mail, or by way of its own sales representatives who contact existing and potential customers, and try to persuade them to buy goods or services. More common are channels with a single intermediary - e.g. a sales agent or broker for industrial goods, a retailer for consumer goods, an authorized dealer in the automobile industry, or a franchise in the fashion, car hire and fast-food businesses. More channels that are complex add further intermediaries such as wholesaler and different agents.

Marketing channels change over time. For example, in retailing, the development of department stores, chain stores, mail order firms, supermarkets, hyper-

markets on the edge of town, franchising systems, and so on, are all twentieth century developments. The twenty-first century promises virtual reality shopping.

**7. Дайте определения следующим словам из текста.**

Outlet, authorized dealer, sales representatives, end-users, vending machines.

**8. Ответьте на вопросы по тексту.**

1. How is a distribution channel created?
2. What is the shortest channel to sell?
3. What does the term “a single intermediary» mean?
4. What are the selling developments of the XX century?
5. What are the XXI century characteristics in selling?

**9. Ниже приведены пословицы, касающиеся торговли. Соотнесите правую и левую части таблицы.**

1. When buyers don't fall for prices	a) others must fail.
2. Pile it high	b) must not open a shop
3. It is not enough to succeed	c) and sell it cheap
4. A man without a smiling face	d) then what were we buying before?
5. Marketing is everything	e) prices must fall for buyers
6. If every new product is 'improved'	f) and everything is marketing.

**10. Найдите определения (1-12) для терминов (a-l), связанных с торговлей.**

<b>1. agent</b>	a. an agent in a particular market, such as securities, commodities, insurance
<b>2. distributor</b>	b. a general term for agents, brokers, dealers, merchants, traders, wholesalers, retailers, and other marketing intermediaries.

<b>3. outlet</b>	c. a merchant such as a shopkeeper who sells to the final customer.
<b>4. broker</b>	d. a place where goods are sold to the public - a shop, store, kiosk, market stall, etc.
<b>5. franchisee</b>	e. a collective term for a company's sales representatives or commercial travelers
<b>6. sales force</b>	f. an intermediary who stocks goods from various suppliers and delivers them to retailers when ordered.
<b>7. consumer</b>	g. a person (generally a wholesaler) who stocks and resells components or goods to manufacturers or retailers.
<b>8. merchant</b>	h. a person (or company) who buys a product or service from a producer or a shop.
<b>9. retailer</b>	i. a person who buys (and takes possession of) goods, and sells them on his or her own account.
<b>10.buyer</b>	j. a person who buys an exclusive right to sell certain products in a certain area (or to use a particular name).
<b>11.middlemen</b>	k. a person who negotiates purchases and sales in return for commission or a fee.
<b>12.wholesaler</b>	l. the end-user of goods or services, whose needs are satisfied by producers.

**11.a) Прочитайте и переведите прилагательные, обозначающие определенные положительные качества сотрудников в компании.**

Tidy, organized, accurate, systematic, sensitive, patient, conventional, convincing, responsible, efficient, obedient, reliable, friendly, diplomatic, tolerant, sincere, honest, experienced.

**b) Используйте префиксы in-, in-, dis-, ir-, or im- и образуйте прилагательные с отрицательным значением. Проконсультируйтесь со словарем.**

**12. Прочитайте текст о девушке, работающей продавцом.**

**a) Опишите ее поведение и отношение к работе прилагательными из предшествующего упражнения.**

**b) Ответьте на вопросы: *Why was Carol unhappy? Why was the shop manager unhappy?***

Carol leant on the counter by the till, chewing gum and gazed at the customers in the shoe shop. There were only two: a young girl and her mother. They had been trying on shoes for twenty minutes, unable to agree on anything. The girl wanted something expensive and fashionable, while the mother wanted something cheap and practical. Carol watched them argue and thought how bored she was.

'I wonder if you have this in a size 4,' the woman said. Carol took the shoe and smiled the automatic smile she reserved for customers. 'I'll go and have a look. Won't be a minute' she said and went into the storeroom. She quickly found the shoes, then sat on a stool, hoping to waste a few minutes by pretending to look for the shoes. She thought about her plans for that evening, got out her mobile and dialed Amy's number to find out what was going on.

Soon, Amy was telling Carol all about what had happened the night before and who had said what to whom. Forgetting where she was, Carol got more and more excited in the conversation, crying 'Really? I don't believe it!' at the most interesting moments in the story.

A low cough came from the door of the storeroom. Carol looked up to see the woman customer standing there with a very annoyed look on her face. Even worse, the shop manager, Mrs. Lewis, was standing right behind her.

'Erm,... I'll call you back,' Carol said into the phone, and hung up. Somehow, she had the feeling that she might not have to work the following day.

**13. Повторение грамматики: сослагательное наклонение. Составьте пять предложений в сослагательном наклонении, используя прилагательные из упражнения 11 по образцу.**

**Model:** *If Carol hadn't been so irresponsible, she wouldn't have got into trouble.*

*If she had been more patient, she wouldn't have been so bored.*

**14. Создайте рекламное объявление о вакансии в вашей компании. Опишите профессиональные обязанности и качества будущего сотрудника.**

## UNIT 5. COMPANY PERFORMANCE

### 1. Соотнесите слова с их значениями.

1. management	a. товары для продажи
2. marketing	b. определение долгосрочных целей развития рынка
3. goods for sale	c. направленный на достижение удовлетворения интересов и потребностей покупателя
4. market segmentation	d. управление, руководство
5. budgeting	e. процесс разделения рынка на сегменты с целью повышения эффективности сбыта
6. visioning long-term market development goals	f. форма оперативного финансового планирования фирмы
7. processes for creating, communicating, delivering, and exchanging offerings	g. деятельность, направленная на продвижение товаров и услуг от производителя к потребителю,
8. aimed at achieving customer interest and satisfaction	h. процесс создания, обсуждения, доставки и обмена предложенными товарами

### 2. Ознакомьтесь с определениями слова «маркетинг», переведите выделенные слова, являющиеся ключевыми в каждом определении.

#### WHAT IS MARKETING?

One of the most important activities of a company is marketing. The term developed from the original meaning which referred literally to ‘going to market with goods for sale’.

1. The most common definition is considered to be “**the study and management** of exchange relationships”.

2. But the American Marketing Association has defined marketing as “the activity, set of institutions, and processes for creating, communicating, delivering,

and exchanging offerings that **have value for customers, clients, partners, and society at large**".

3. According to a Sales process engineering perspective marketing is "a set of processes that are **interconnected and interdependent** with other functions of a business aimed at achieving customer interest and satisfaction".

4. The Chartered Institute of Marketing defines marketing as "the management process responsible for identifying, anticipating and **satisfying customer requirements** profitably".

5. In increasing shareholder value context it may be defined as "management process that seeks to **maximize returns to shareholders** by developing relationships with valued customers and creating a competitive advantage".

6. Marketing may be considered as **the research** including advertising, distribution and selling, which is closely **connected with** different sciences such as social sciences, psychology, sociology, mathematics, economics, and many others.

7. Marketing is the process of **bringing a product to the market**, which includes broad market research, market targeting and market segmentation, determining distribution, pricing and promotion strategies, developing a communication strategy, budgeting and visioning long-term market development goals.

*3. Работайте в парах. Создайте собственное определение слова «маркетинг», используя лексику упр. 2.*

*4. Прочитайте и переведите текст. Работайте в парах и объясните партнеру, что представляет собой правило 4Ps.*

## THE THEORY OF 4 PS IN MARKETING

The foundation model in marketing, the "marketing mix" (also known as the **4 Ps**) refers to four broad levels of marketing decision: **Product, Price, Promotion and Place**. The history of its approach goes back to the early twentieth century. But the exact **4 Ps** form was first proposed by marketer and academic E. Jerome McCarthy in 1960, whose theory covered financial analysis, consumer behaviour, market research, market segmentation and planning. This research has become the dominant framework in marketing decision-making of our days although later it has been accomplished by other scientists.

The main elements of McCarthy's **4 Ps** are:

**1. PRODUCT** – deals with the specifications of the actual goods or services and its relationships with the customer's needs and wants. The scope of the product generally includes supporting elements such as warranties, guarantees and support.

**2. PRICING** – is the process of setting a price for a product. The price refers to decisions of making list pricing, discount pricing, special offer pricing,

credit payment of credit terms. Besides it refers to the total cost to customer to acquire the product and may involve both monetary and psychological costs such as time and efforts which were expended for production.

**3. PROMOTION** – is the marketing communication used to make an offer to potential customers and persuade them to learn more about this offer. The promotion includes advertising, sales promotion, promotional education and personal selling, branding.

**4. PLACE** – means physical location where a company carries out its business or channels by which a product or service is sold; to which segment a product is sold (adults, youngsters, families, businessmen). It also may concern the environment in which the product is sold, the way it can affect sales and how the sales affect the environment.

**5. Определите, к каким элементам маркетинга относятся следующие виды деятельности.**

- a. Channel of reaching the target audience
- b. Cost strategy and tactics
- c. Rebates for distributors
- d. Franchising
- e. Packaging and labeling
- f. Assortment
- g. Branding
- h. What and how often is to be communicated
- i. Managing products through the life-circle
- j. Transport, warehousing and logistics

**6. Совместите фразы (1-10) с их английскими эквивалентами (a-j).**

### PRICING

1. production and distribution cost	a. непредсказуемое психологическое воздействие
2. level of demand	b. уровень спроса
3. current and potential competitors	c. распределять затраты
4. consequent profit	d. себестоимость плюс накладные расходы
5. excess production capacity	e. назначение некруглой цены
6. unpredictable psychological effects	f. стоимость производства и распределения продукции

7. to allocate or assign costs	g. себестоимость или прямые затраты
8. unit cost plus overheads	h. уже имеющиеся или потенциальные конкуренты
9. prime cost or direct cost	i. последующая прибыль
10. odd pricing	j. дополнительные производственные мощности

**7. Прочитайте текст и составьте пять специальных вопросов. Работа в парах. Задайте вопросы своему партнеру.**

### WHAT IS PRICING?

Pricing of goods or servicing is vitally important for every business. Companies' pricing decisions depend on one or more of three basic factors: production and distribution costs, the level of demand, and the prices (or probable prices) of current and potential competitors. Companies also consider their overall objectives and their consequent profit or sales targets, such as seeking maximum revenue, or maximum market share, etc. Pricing strategy must also consider market positioning: quality products generally require "prestige pricing" and will probably not sell if their price is thought to be too low.

Obviously, firms with excess production capacity, a large inventory, or a falling market share, tend to cut prices. Firms experiencing cost inflation, or in urgent need of cash, tend to raise prices. A company faced with demand that exceeds its possibility to supply is also likely to raise its prices.

When sales respond directly to price variations, demand is said to be elastic. If sales remain stable after a change in price, demand is inelastic. Although it is an elementary law of economics that the lower the price, the greater the sales, there are numerous exceptions. For example, price cuts can have unpredictable psychological effects: buyers may believe that the product is faulty or of lower quality, or will soon be replaced, or that the firm is going bankrupt, etc. Similarly, price rises convince some customers that the product must be of high quality, or will soon become very hard to get hold of, and so on!

A psychological effect that many retailers count on is that a potential customer seeing a price of £499 will register the £400 price range rather than the £500. This technique is known as "odd pricing".

Whatever pricing strategies a marketing department selects, a product's selling price generally represents its total cost (unit cost plus overheads) plus profit or "risk reward". Overheads are the various expenses of operating a plant that cannot



be charged to any one product, process or department, which have to be added to prime cost or direct cost, which covers material and labour. Cost accountants have to decide how to allocate or assign fixed and variable costs to individual products, processes or departments.

**8. Озаглавьте текст и напишите аннотацию к нему на русском и английском языках.**

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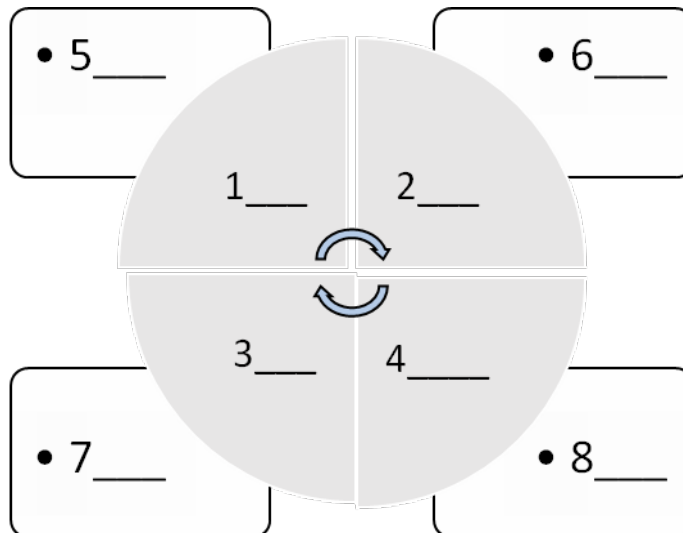
**Ценообразование** - установление цены на товар или услугу. Различают две основные системы ценообразования: рыночное ценообразование на основе взаимодействия спроса и предложения и централизованное государственное ценообразование на основе назначения цен государственными органами. В рыночной экономике процесс выбора окончательной цены производится в зависимости от себестоимости продукции, цен конкурентов, соотношения спроса и предложения и других факторов.

Цена и ценообразование — важнейшие понятия рыночной экономики. Цена — это та денежная сумма, которую покупатель отдаёт на рынке в обмен на реализуемый продавцом товар. Таким образом, цена — основная характеристика товара с точки зрения рыночной экономики.

Общепризнанного определения такой сложной экономической категории, как цена, нет. Одним из наиболее удачных образных определений можно назвать следующее: цена определяется затратами производителя и искусством продавца. Цена призвана отражать интересы всех участников рынка: производителю необходимо возместить вложенные средства и получить прибыль; покупатель должен оправдать стоимость приобретённого товара, получив в свою очередь выгоду от его использования.

Ценообразование - один из ключевых факторов рыночной экономики и наиболее сложный участок маркетинговой работы. Коммерческая успешность любого производителя товаров или услуг во многом определяется выбором стратегии и тактики ценообразования. Сложность состоит в том, что цена в конкретный момент времени может зависеть от множества факторов — не только экономических, но и политических, и социальных, и психологических.

**9. Заполните диаграмму, разместив под цифрами 1 - 8 факторы, влияющие на ценообразование, где 1- наиболее важный фактор, 8 – наименее важный.**



**10. Работайте в парах и ответьте на вопросы.**

### SHARES

1. What is the etymology of the word “share”?
2. Why is it used in financial English?
3. What other words with the same root do you know?

**11. Совместите фразы на английском языке (1-10) с их русскими эквивалентами (a-j):**

1. To issue shares (or stocks)
2. To have the right to sell
3. To be listed on the stock exchange
4. To trade shares
5. To trade ‘over-the-counter’ on the unlisted markets
6. To fulfill requirements
7. To entitle to vote at the meeting
8. To depend on financial health
9. To turn shares into capital
10. To show the average value of shares

- a. Иметь право продажи
- b. Наделять правом голоса на собраниях акционеров
- c. Продавать акции
- d. Выполнять требования
- e. Выпускать акции
- f. Торговать “с прилавка” на рынках, не требующих регистрации
- g. Зависеть от финансового благополучия
- h. Обратить акции в капитал
- i. Быть зарегистрированным на бирже
- j. Показывать среднюю стоимость акций

**12. Прочитайте и ответьте на вопрос: *What does it mean to have shares in a company? Переведите текст.***

### **WHAT ARE SHARES?**

It is known that a company can issue shares (or stocks in the US) and offer them for sale. To have the right to sell shares companies should be listed on the major stock exchanges, where successful companies trade their shares. Smaller companies trade them on “over-the-counter” markets, such as the Unlisted Securities Market in London. In order to be listed they should fulfill a large number of requirements, for example to send their shareholders annual reports and statements of the company’s financial position.

A share gives its holder part of the ownership of the company, entitles to vote at company’s general meetings, to elect company directors and to receive profit in the form of a dividend. Shares may be sold at the price depending on the financial health of the company. If a company wishes to increase its money it can issue new shares. Sometimes companies turn part of their profit into capital by issuing new shares for shareholders instead of paying dividends. This is known as a bonus issue. If a company reduces the amount of their capital by buying back their own shares, it is known as treasury stocks. If a company trades shares at above their par value, it is called a share premium.

The Financial Times Stock Exchange 100 Share Index shows the average value of the 100 leading British shares and the Dow Jones Industrial Average index is the most important in the US.

**13. Решите, справедливы ли следующие высказывания.**

1. A company cannot offer shares for sale.
2. A company should be specially listed to be successful.
3. Huge and small companies trade their shares on the same stock exchange.
4. It is very easy to get listed on the stock exchange and sell shares.
5. If a company is successful shares can be profitable.
6. A company can pay dividends to its shareholders or offer them new shares.

7. A company cannot buy its own shares back.
8. There are special indexes in Britain and the US which show the average value of the leading shares.

**14. Найдите синонимы в тексте следующим словам.**

- a. sum \_\_\_\_\_
- b. to trade \_\_\_\_\_
- c. situation \_\_\_\_\_
- d. per year \_\_\_\_\_
- e. to enlarge \_\_\_\_\_
- f. to decrease \_\_\_\_\_
- g. main \_\_\_\_\_

**15. Используйте Интернет для получения информации об акциях и биржах. Расставьте слова a-f в пропуски в предложениях 1-5.**

a. stockholders, b. bulls, c. shareholders, d. bears, e. shareholders, f. stockbrokers

1. People who buy stocks and shares are called \_\_\_\_\_ in Britain.
2. People who buy stocks and shares are called \_\_\_\_\_ in the USA.
3. People who buy securities expecting their price to rise so they can resell them before the next settlement day are known as \_\_\_\_\_.
4. People who buy new share issues, hoping to resell them at a profit are known as \_\_\_\_\_.
5. Shareholders place their order with the help of these people and sometimes seek advice from them. These people work with a telephone and a computer screen connected to the Stock Exchange. They are \_\_\_\_\_.

**16. Выберите одно из трех слов или словосочетаний в скобках и дополните предложения.**

**TAXATION**

1. The tax on wages and salaries is called \_\_\_\_\_.  
(a. direct tax b. income tax c. wealth tax)
2. A tax that is levied at a higher rate on higher incomes is called \_\_\_\_ tax.  
(a. progressive b. regressive c. value-added)
3. Property taxes, sales taxes, customs duties on imports, and excise duties on tobacco, alcoholic drinks, petrol, etc. are \_\_\_\_\_ taxes.  
(a. direct b. indirect c. value-added)
4. Some sales taxes are slightly \_\_\_\_\_ to help poorer people to spend more of their income on consumption than the rich.  
(a. progressive b. regressive c. transgressive)

5. Gifts and inheritances are usually liable to \_\_\_\_\_ tax.  
(a. capital gain b. capital transfer c. wealth)
6. Making false declarations is called \_\_\_\_\_.  
(a. creative accounting b. tax avoidance c. tax evasion)
7. Multinational companies often set up their head offices in low-tax countries, such as Monaco, the Cayman Islands, the Bahamas known as \_\_\_\_\_.  
(a. tax havens b. tax heavens c. tax shelters).
8. Some companies sometimes try to use illegal ways of hiding money from tax inspectors and the police. This action is known as \_\_\_\_\_.  
(a. cleaning b. laundering c. washing).

*17. Работайте в группах из трех человек. Каждый из трех участников читает свою часть на русском языке и представляет ее на английском языке. Затем он задает по одному вопросу каждому из участников группы по содержанию своей части, проверяя насколько его партнеры его поняли.*

## **PART 1**

Мало кому известно, что налогообложение – это древнейшее слово, которое ранее дословно означало жертвоприношение, рабский труд и даже военные трофеи. Испокон веков государственная казна пополнялась всевозможными способами, и не всегда гуманными. Каждый дееспособный гражданин просто обязан был отдать должное правительству за то, что он может зарабатывать на хлеб себе и своей семье на этой территории.

Сегодня налоги – это не только дань и укрепление государственного бюджета, это осознанное обязательство субъектов хозяйственной деятельности. Поэтому практически каждый из нас понимает, для чего он платит деньги в казну. Сегодня объект налогообложения – это любое имущество, с части стоимости которого предприниматель или любое лицо, получающее прибыль, обязано уплатить государству.

## **PART 2**

Налогообложение – это структурированная и регулируемая государством комплексная система, которая действует в рамках законодательства. Так, в Российской Федерации функционирует ряд принципов, которым данный экономический институт соответствует:

1. Всеобщность. Это значит, что казну обязаны пополнять все, как физические, так и юридические лица, соответствующие требованиям НК РФ. Никакого дискриминационного характера налогообложение не носит по определению.

2. Равенство. Налоговое бремя распределяется в соответствии с возможностями каждого субъекта и регулируется путем льгот.

3. Ясность. Законодательство трактуется непротиворечивым путем, поэтому каждый плательщик может найти необходимую для себя информацию в НК РФ.

4. Законность. Государство предусматривает ряд оснований, исходя из которых, лицо обязано выплатить долю прибыли в казну.

### **PART 3**

Налогообложение – это непрерывно действующий механизм, который выполняет ряд функций:

а) Фискальная деятельность. Является основной и заключается в процессе регулирования и формирования средств государственной казны для дальнейшего их грамотного и равномерного распределения относительно потребностей на местах.

б) Распределительная деятельность. Называется также социальной, поскольку осуществляет уравнительную функцию между различными слоями населения. Иными словами, часть взносов субъектов хозяйствования в бюджет выделяется на покрытие расходов незащищенных категорий общества.

в) Регулирующая деятельность. Поддерживает равновесие между экономическими процессами внутри государства, а также аккумулирует средства для заполнения финансовых прорех в той или иной государственной отрасли.

***18. Найдите материал в средствах массовой информации о преступлениях, связанных с налогообложением, и представьте в группе.***

## **UNIT 6. BANKING**

***1. Прочитайте текст и ответьте на вопросы.***

1. What is the name of the central bank in our country?
2. What are the functions of this bank?
3. What banks in Russia do you know?
4. What bank services have you already used?

Banking sector is usually made up of a variety of institutions supervised by the country's central bank. This bank looks after the government's finance and monetary policy and acts as banker to other banks. For the general public and

many businesses, banking services may be also provided by commercial banks, or clearing banks, which have branches throughout the country. These banks offer a wide range of services, which include accepting deposits, making loans and managing customers' accounts. Merchant banks do not deal with the public but specialize in service for companies or corporate customers. They are particularly active in arranging mergers and acquisitions and in advising on aspects of corporate finance.

*2. Заполните пропуски 1-8 словосочетаниями a-h и переведите текст.*

**a. central banks, b. commercial banks, c. supranational banks, d. building societies, e. merchant banks, f. universal banks, g. finance house, h. investment banks.**

### TYPES OF BANKS

**1** \_\_\_ supervise the banking system, fix the minimum interest rate, issue bank notes, control the money supply, influence exchange rates, and act as lender of last resort. **2** \_\_\_ are businesses that trade in money. They receive and hold deposits in current and savings accounts, pay money according to customers instructions, lend money, and offer investment advice, foreign exchange facilities, and so on.

In some countries such as England these banks have branches in all major towns; in other countries there are smaller regional banks.

In some European countries, as Germany, Austria, or Switzerland there are **3** \_\_\_ which combine deposit and loan banking with share and bond dealing, investment advice, etc. These banks usually form a subsidiary, known as a **4** \_\_\_ to lend money – at several per cent over the base lending rate – for hire purchase or installment credit, that is, loans to consumer that are repaid in regular, equal monthly amounts.

However, there is a strict separation between commercial banks and banks, which do stock broking or bond dealing in Britain, the USA and Japan. Thus in Britain **5** \_\_\_ specialize in raising funds for industry on the various financial markets, financing international trade, issuing and underwriting securities, dealing with takeovers and mergers, issuing government bonds, and so on. They also offer stock broking and portfolio management services to rich corporate and individual clients. **6** \_\_\_ in the USA are similar, but they can only act as intermediaries offering advisory services, and do not offer loans themselves.

In Britain, there are also **7** \_\_\_ that provide mortgages. It means that they lend money to homebuyers on the security of houses and flats, and attract savers by paying higher interest than the banks.

There are also **8** \_\_\_ such as the World Bank or the European Bank for Reconstruction and Development, which are generally concerned with economic development.

**3. Дополните перевод следующих словосочетаний в соответствии с текстом.**

1. receive and hold deposits - получать и \_\_\_\_\_ депозитные \_\_\_\_\_
2. supervise the banking system - \_\_\_\_\_ банковскую систему
3. combine deposit and loan banking - сочетать \_\_\_\_\_ и \_\_\_\_\_ деятельности
4. fix the minimum interest rate - устанавливать \_\_\_\_\_ проценты по \_\_\_\_\_
5. are repaid in regular, equal monthly amounts - погашаются равными \_\_\_\_\_ ежемесячно
6. do stock broking or bond dealing – быть маклером на \_\_\_\_\_
7. are concerned with economic development – связаны с экономическим \_\_\_\_\_
8. lend money to homebuyers – одалживают деньги на покупку \_\_\_\_\_
9. specialize in raising funds for industry- специализируются на создании \_\_\_\_\_
10. influence exchange rates – влиять на курс обмена \_\_\_\_\_

**4. Работа в парах. Обсудите с партнером функции различных банков, основываясь на тексте *Types of Banks*.**

**5. Соотнесите английские слова с их переводом.**

1. Liability	a. превышение кредита (овердрафт)
2. transfer	b. возврат
3. current account	c. банковский заём
4. lend	d. долг (о деньгах)
5. overdraft	e. ответственность, обязательство
6. return	f. зарплата в месяц
7. bank loan	g. текущий счет
8. debt	h. перевести (о деньгах)
9. salary	i. одолжить, спонсировать



10.spread	ж. почасовая оплата труда
11.wages	к. снимать, отзываться (о деньгах)
12.withdraw	л. распространяться
13.standing order	м. действующий заказ

**6. Прочитайте текст. Работайте в парах и заполните пропуски 1-11 словами а-к.**

- |               |                    |             |
|---------------|--------------------|-------------|
| a. bank loan  | f. current account | j. wages    |
| b. depositors | g. deposits        | k. withdraw |
| c. lend       | h. liabilities     |             |
| d. overdraft  | i. salary          |             |
| e. return     |                    |             |

## COMMERCIAL BANKING

Commercial banks are businesses that trade in money. They receive and hold **1**\_\_\_ money according to customers' instructions, **2**\_\_\_ money, etc.

There are still many people in Britain who do not have bank accounts. Traditionally, factory workers are paid **3** \_\_\_ in cash on Fridays. Non-manual workers, however usually receive a monthly **4** \_\_\_ in the form of a cheques or a transfer paid directly into their bank account.

A **5** \_\_\_ usually pays little or no interest, but allows the holder to **6** \_\_\_ his or her cash with no restrictions. Deposit accounts pay interest. They do not usually provide cheques facilities and notice is often required to withdraw money. Standing orders and direct debits are ways of paying regular bills at regular intervals.

Banks offer both loans and overdrafts. A **7** \_\_\_ is a fixed sum of money, lent for a fixed period, on which interest is paid; banks usually require some form of security or guarantee before lending. An **8** \_\_\_ is an arrangement by which a customer can overdraw an account, i.e. run up a debt to an agreed limit; interest on the debt is calculated daily.

Banks make a profit from the spread or differential between the interest rates they pay on deposits and those they charge on loans. They are also able to lend more money than they receive in deposits because **9** \_\_\_ rarely withdraw all their money at the same time. In order to optimize the return on their assets (loans) bankers have to find a balance between yield and risk, and liquidity and different maturities, and to match these with their **10** \_\_\_ (deposits).

The maturity of a loan is how long it will last; the yield of a loan is its annual **11** \_\_\_ – how much money it pays – expressed as a percentage.

**7. Составьте 5 вопросов к тексту *Commercial Banking*. Работайте парами. Задайте свои вопросы вашему партнеру.**

**8. Прочитайте текст и передайте его содержание на английском языке.**

## **КОММЕРЧЕСКИЕ БАНКИ В РОССИИ**

Создание и функционирование коммерческих банков в РФ основывается на Законе «О банках и банковской деятельности в РФ». В соответствии с этим законом банки России действуют как универсальные кредитные учреждения, то есть совершают широкий круг операции на финансовом рынке. К этим операциям относят предоставление различных по видам и срокам кредитов, покупку-продажу и хранение ценных бумаг, иностранной валюты, привлечение средств во вклады, осуществление расчетов, выдачу гарантий, поручительств и иных обязательств, посреднические и доверительные операции и т.д.

Банкам запрещается осуществлять деятельность в сфере материального производства, торговли материальными ценностями, всех видов страхования.

Как и в других странах, банки в РФ не отвечают по обязательствам государства, а государство – по обязательствам банков, кроме случаев, предусмотренных законодательством.

Банки в России могут создаваться на основе любой формы собственности: частной, коллективной, акционерной, смешанной, государственной. Для формирования уставных капиталов российских банков допускается привлечение иностранных инвестиций. Такие банки могут быть совместными (их уставной капитал формируется за счет средств резидентов и нерезидентов) и иностранными (уставной капитал формируется исключительно за счет средств нерезидентов).

**9. Прочитайте информацию о правах банков. Соотнесите фразы 1-7 на русском языке с их английскими эквивалентами (a-g). Обратите внимание на выделенные слова в английском тексте.**

## RIGHTS OF THE BANKS

Права банка	The bank has the right:
1. Взимать с клиентов разумную плату за оказанные услуги, а также проценты по выданным им кредитам.	a. To expect customers to exercise due care in <b>drawing cheques</b> .
2. По запросу клиента выплачивать любой овердрафт, допускаемый на текущем счету.	b. <b>To dispose customers' money</b> to please valid cheques written out by the clients of the bank
3. Получать гарантии на возмещение расходов и возникших долговых обязательств, в случаях, когда банк действует по поручению или от имени клиента.	c. To set-off or combine accounts. In other words, where a customer has more than one account with a bank, the bank <b>is entitled to settle an overdrawn</b> balance on one account by transferring money from the credit balance on another
4. Использовать право на арест любых ценных бумаг своих клиентов, находящиеся в их владении.	d. <b>To charge</b> its customers reasonable <b>commission</b> for <b>services rendered</b> to them, and <b>to charge interest on loans</b> made to them.
5. Отчуждать денежные средства клиентов для удовлетворения действительных чеков, выданных клиентами банка.	e. <b>To be indemnified</b> by its customers <b>for</b> expenses and liabilities incurred while acting for them.
6. Требовать от клиентов должную предусмотрительность при выдаче чеков.	f. To repayment <b>on demand</b> from its customers of any overdrawn balance which has been permitted on a current account.
7. Разделять и объединять счета. Другими словами, если клиент имеет более чем один счет, банк вправе пополнить превышенный кредит путем перевода на этот счет денежных средств с другого счета клиента.	g. <b>To exercise a lien</b> over any of its customers' <b>securities</b> that are in its possession.

**10. Создайте упражнение для вашего партнера. Заполните левую колонку русскими словосочетаниями из таблицы в предыдущем упражнении. Предложите вашему партнеру вспомнить их английские эквиваленты или найти их в тексте.**

Russian	English
1.	a)
2.	b)
3.	c)
4.	d)
5.	e)
6.	f)

**11. Работайте в парах. Объясните партнеру, что значат права банков, перечисленные ниже и в каком случае они могут использоваться.**

***Thee banks have the right:***

To exercise a lien – использовать право на арест средств

To charge commission - взимать плату

To charge interests on loans - взимать проценты по выданным кредитам

To draw cheques - выдавать чеки

To render services - оказывать услуги

To dispose customer's money - отчуждать денежные средства клиентов

To be indemnified for – получать гарантии на возмещение

**12. Прочитайте информацию об обязанностях банков. Соотнесите фразы 1-7 на русском языке с их английскими эквивалентами a-g.**

### DUTIES OF THE BANKS

**The Bank is:**

Обязанности банка	Duties of the bank
1. Выполнять любое поручение клиента, как, например, приказ о регулярных выплатах.	a. To render statements of account to its customer periodically or upon request.

2. Акцептировать чеки, выданные клиентом.	b. To abide by any express mandate from its customer, such as attending order.
3. Банк не должен разглашать сведения об операциях, совершаемых его клиентами.	c. To exercise proper care and skill in carrying out any business it has agreed to transact for its customer. This duty is evident in relation to any activity or transaction carried out or entered into on behalf of a customer, including safe deposit facilities.
4. Выдавать клиенту регулярно или по его запросу выписку со счета клиента.	d. To give reasonable notice before closing a credit account
5. Инкассировать чеки и другие общие платежные средства клиента и записывать средства на его счета.	e. Not to disclose information about its customer's affairs.
6. С надлежащей внимательностью и квалификацией осуществлять все услуги, которые банк согласился предоставить клиенту. Эта обязанность относится ко всем действиям или операциям, которые банк осуществляет или в которые вступает от имени клиента, включая услуги сейфового хранения.	f. To collect cheques and other normal banking instruments for its customer and to credit the amounts collected to his account.
7. Выносить обоснованное предупреждение перед закрытием кредитного счета.	g. To honour its customer's cheques.

**13. Работа в парах. Расскажите друг другу об обязанностях банков.**

**14. Прочитайте текст об условиях обналичивания чеков. В каждом из пунктов есть грамматическая ошибка. Найдите ошибки и переведите текст.**

Bank should honour its customer's cheques. However, there are some requirements to be observed. So, the bank will honour the customer's cheques if:

1. they are properly drew, not stale nor overdue;
2. a credit balance or an agreed overdraft facility does exist;
3. there are no legal bar to payment, such as a garnishee order or an injunc-

- tion;
4. the customer have not stopped payment;
  5. the bank has no notice that its customer had died, become mentally incapable of managing his affairs or bankrupt.

***15. Прочитайте текст об одном из крупнейших банков. Составьте письменный план текста, а затем на его основе сделайте устный реферат текста (summary).***

### **Industrial and Commercial Bank of China (ICBC)**

Industrial and Commercial Bank of China, the biggest bank in the world, was established on 1 January 1984. On 28 October 2005, the Bank was wholly restructured to a joint-stock limited company. Through its continuous endeavor and stable development, the Bank has developed into the leading bank in the world, possessing an excellent customer base, a diversified business structure, strong innovation capabilities and market competitiveness. The Bank regards service as the very foundation to seek further development and has made efforts to build a “bank of the first choice of customers” while providing a comprehensive range of financial products and services to 6,271 thousand corporate customers and 567 million personal customers.

The Bank has been consciously integrating the social responsibilities with its development strategy and operation and management activities, and gaining wide recognition in the aspects of promoting inclusive finance, supporting targeted poverty relief, protecting environment and resources and participating in public welfare undertakings. The Bank always keeps in mind its underlying mission of serving the real economy with its principal business, and along with the real economy it prospers, suffers and grows. Taking a risk-based approach and never overstepping the bottom line, it regards controlling and resolving risks as its iron law.

Besides, the Bank remains steadfast in understanding and following the business rules of commercial banks to strive to be a century-old bank. It also stays committed to seeking progress with innovation while maintaining stability, continuously enhances the strategy of mega retail, mega asset management, mega investment banking as well as international and comprehensive development, and actively embraces the internet. The pattern of internationalized and diversified operation was further improved, covering 45 countries and regions, and contributed more to the Bank’s profit-making.

Industrial and Commercial Bank of China (“ICBC” or the “Bank”) places a high value on the formulation and implementation of its development strategy and has adhered to the strategy in its business development. Business transformation is the core strategy of the Bank. Since the joint-stock reform, the Bank has developed and implemented four three-year development plans centering around this core

strategy and made remarkable achievements, proving that the transformation strategy complied with the economic and financial development trend and customer demands, conformed to the Bank's actual operation and development, and thereby was correct and effective. In the nearest future the Bank will keep implementing the guidelines for transformation, focus on the in-depth transformation of business mode, improve the core competitiveness and push forward the sound and sustainable development of all businesses.

The Bank believes that the new three-year plan will serve as the strategic guidance and driver for its future operational development, and, following the plan, the Bank will promote its transformation and development to a new level.

As the economic and financial environment at home and abroad will still be full of uncertainties and complexities for some time, the Bank will rely on the real economy, focus on stable quality, structural adjustment, pursuit of innovation and transformation promotion, and guarantee the constant quality improvement and efficient development by sizing up the situation and taking active efforts.

***16. Сделайте презентацию о любом банке в любой стране. Расскажите об истории его образования, деятельности, доходах и проблемах.***

## **UNIT 7. TEST YOURSELF**

### ***1. Переведите текст на русский язык.***

Economics is the characteristic of any society that while wants of people are growing constantly, the economic resources required to satisfy these wants are limited and scarce. Economic resources may be classified as material resources (raw materials and capital) and labour resources (labour force and entrepreneurship). Scarcity of resources makes it necessary to save them. As a result any economic system is trying to find most effective and efficient ways of utilizing resources for the production of goods and services. The rational solution of the problem brings about the maximum economic growth, full employment, stable prices, equitable distribution of revenues, and social security.

Free enterprise (or market economy) is sure to be the most effective system because businesses are free to choose whom to buy from and to sell to and on what terms, and free to choose whom to compete with.

Market - is the set of arrangements through which buyers and sellers make contact and do business. One of the main laws of market – is the law of demand and supply. It says that if demand exceeds supply, the price tends to rise, and when supply exceeds demand, the price tends to fall.

Price mechanism – is the principal instrument of the market, it guides the decisions of producers concerning the composition of their output, and it guides the distribution process.

One more important force of the market is competition, on the one hand it protects the customers, on the other hand, it makes producers and suppliers of scarce resources utilize them economically, using most sophisticated technologies.

**2. Определите, к какому из текстов (1-5) относятся заголовки (a-e).**

- a. The more we pay – the better is life
- b. The fuel for driving business
- c. The importance of being highly professional
- d. Three reasons to be careful
- e. To be on the safe side

1. An effective financial manager must be capable of operating within the existing macroeconomic and legal environment. The financial manager must plan, manage assets and obtain funds in a market economy that is made more complex because of cycles in business activity leading to fluctuations affecting the production of goods and services, inventories, profits, and cash flows. Therefore, the business firm must be able to adjust to changes in the macro economy.

2. Many financial analysts consider the condition of a company cash flow to be one of the most important indicators of that business's financial health. The first rule to get good results in it is to follow the goods. The faster a seller moves goods to a buyer, the faster the buyer will pay for those goods, and that will improve the cash flow. Therefore, businesses must ask themselves how they can improve the speed at which their goods exchange hands. The higher the speed of handling the goods, the higher company profits.

3. Good accurate records are needed for two extremely important reasons. First, records are needed to explain what is in your accounts. If your accounts cannot be backed by written documentation, you may find yourself paying a higher tax bill or, just as bad, your tax inspector may launch an investigation into your business affairs. If you have a company, your accounts must be audited and so you need the back-up records to satisfy the auditor. Second, accurate record are needed to help you know what is going on in your business.

4. The compulsory contribution of money to the government is taxation. It is the major source of income for governments and is used to finance government expenditure, such as provision of public goods (police force, national, defense, or street lighting, for example) and to provide means for redistribution of income (unemployment benefits, retirement pensions, etc.). Taxation represents a transfer of



income from individuals and organizations to the government.

5. There are many methods of raising money. For most small businesses and many large ones bank borrowing is very widely used. Banks make money by using the funds deposited with them to lend out at specific rates of interest. Giving loans the bank will consider three criteria. The first is that its money is secure. The second is that your firm has enough assets to recall bank's money, if necessary. The third is that you will be able to make profitable use of the money and pay the interest without difficulty.

**3. Выберите нужное слово или словосочетание из списка a-h и дополните предложения 1-8.**

**a. principal shareholders, b. expenditure, c. privatized, d. state-owned, e. productivity, f. stakeholders, g. general economic problem, h. salary.**

1. The party has won an election and the government nationalized the company. The government department now manages it. It was \_\_\_\_\_
2. When the democrats won an election, the new government sold this state company. It was \_\_\_\_\_
3. When the owner of the company died, all its assets went to the banks and pension funds. They became \_\_\_\_\_
4. Of course, many people – managers, employees and their families, and clients – also had an interest in the success of the company. These were \_\_\_\_\_
5. Prices are rising and the number of jobs is falling. It's not just a business problem, it's \_\_\_\_\_
6. If we don't get another order soon, we'll have to cut \_\_\_\_\_ and maybe close the factory.
7. We pay a monthly \_\_\_\_\_ by cheques to our white-collar staff.
8. The company should reduce its general \_\_\_\_\_ or it will go bankrupt.

**4. Совместите предложения 1-10, содержащие информацию о вымышленной стране Монговия, с фразами, имеющими синонимичное значение a-j.**

1. There are 20 million people in Mongovia who are able to work. One million do not have jobs.
2. Some industries are privately owned and some are state-owned.
3. Last year the size of the economy was \$ 100 billion. This year it is \$ 101 billion.

4. Prices are much higher this year than last year.
5. Banking, insurance and tourism, etc. are important to the country's economy.
6. But the production of cars, machine tools, service equipment, etc., is still the most important part of the economy.
7. At the moment the economic situation is worsening. There is a great danger that the level of economic production will decrease in comparison with last year.
8. The system of taxation is so tough that about a third of the income goes to the government.
9. The currency exchange rate is 10 Mors for one US dollar, which is the same as last year.
10. Two million employees are members of labour organizations, who straight forward their claims to employers.

- a. The exchange rate is stable.
- b. The standard rate of income tax is 30%.
- c. The manufacturing sector is larger than the service sector.
- d. The unemployment rate is 5%.
- e. People are afraid of recession.
- f. The growth rate was 15%.
- g. The economy has a large service sector.
- h. Trade Union membership is about 10% of the whole workforce.
- i. Mongovia has a mixed economy.
- j. The rate of inflation is high.

#### 5. *Переведите предложения на английский язык*

1. Темпы роста российской экономики в прошлом году росли, а инфляция оставалась низкой, несмотря на ужесточение экономических санкций.
2. Об этом говорится в опубликованном январском докладе Всемирного банка "Перспективы мировой экономики".
3. Это произошло благодаря устойчивой внутренней экономической активности страны.
4. В документе отмечается, что в прошлом году экономика России выросла на 1,6%, а уже в следующие два года экономисты прогнозируют рост 1,8%.
  5. В прогнозе на следующий год Всемирный банк понизил общую оценку роста мировой экономики из-за повышенной напряженности в торговых отношениях и ужесточения условий финансирования.

## GLOSSARY

1. **Bank** – банк. Кредитная организация, имеющая право осуществлять операции по привлечению во вклады денежных средств физических и юридических лиц с открытием банковских счетов, размещению средств клиентов от своего имени и за свой счет на условиях возвратности, срочности, платности, целевого назначения.
  - a. **bank system** - банковская система
  - b. **bank loan** – банковская ссуда
  - c. **Development Bank** - Банк Развития
  - d. **bankruptcy** - банкротство
  
2. **Bond** – облигация. Ценная бумага, дающая право на получение процентного вознаграждения и ее погашение эмитентом в конце установленного срока действия.
  - a. **income bonds** – облигации доходные
  - b. **high-yield bonds** - облигации высокодоходные
  - c. **bond assumed** – облигация гарантированная
  - d. **state bond** - облигация государственная
  
3. **Business** – Экономическая деятельность с целью извлечения прибыли. A business (a company) – организация с правами юридического лица, занимающаяся экономической деятельностью с целью извлечения прибыли; компания
  
4. **Cash** – наличные средства.
  - a. **cash flow analysis** – анализ состояния поступлений и платежей денежных ресурсов, распределённых во времени.
  
5. **Credit** – кредит. Элемент бухгалтерской записи, отражающий движение денежных средств.
  - a. **bank credit** – кредит банковский
  - b. **credit state** – кредит государственный
  - c. **credit state external or internal** - кредит государственный внешний или внутренний
  - d. **mortgage credit** - кредит ипотечный

- e. **commercial credit** – кредит коммерческий
6. **Exchange** – организация с правами юридического лица, проводящая гласные публичные торги в заранее определенном месте в установленное время и по определенным правилам. Биржи делятся на товарные, фондовые и валютные.
7. **stock exchange (market)** – вторичный фондовый рынок, на котором осуществляется купля-продажа ценных бумаг, ранее размещенных эмитентом на первичном рынке.
8. **Financial policy** – комплекс практических мероприятий, направленных на реализацию финансовой стратегии компании.
- a. **financial reporting** – финансовая отчетность
  - b. **financial strategy** - финансовая стратегия
  - c. **financial forecasts** - финансовое прогнозирование
  - d. **financial management** - финансовый менеджмент
  - e. **financial account** – финансовый учет
9. **Inflation** – инфляция. Рост цен на товары, работы и услуги в связи со снижением курса национальной валюты и ее обесцениванием.
- a. **hyperinflation** – резкое обесценивание денег, быстрое снижение их покупательной способности, проявляется в значительном росте цен на товары, работы и услуги.
  - b. **forecast and non-forecast inflation** – инфляция прогнозируемая и непрогнозируемая.
10. **Loan** - заем, кредит
- a. **loan agreement** - кредитный договор
  - b. **consumer loan, credit** – кредит потребительский
  - c. **term loan** – кредит срочный
11. **Market** – рынок
- a. **exchange market** – рынок биржевой. Сфера обращения ценных бумаг в специально созданных финансовых институтах.
  - b. **currency market** – рынок валютный

- c. **internal market** - внутренний рынок
  - d. **money market** – денежный рынок
  - e. **credit market** - кредитный рынок
  - f. **emerging market** - рынок развивающийся
  - g. **primary market** - рынок первичный. Сегмент рынка ценных бумаг, на котором обращаются новые выпуски ценных бумаг
  - h. **term market** – рынок срочный. Сегмент финансового рынка, на котором обращаются срочные финансовые инструменты (фьючерсы, форварды, опционы)
  - i.
12. **security market, stock market** – рынок ценных бумаг (фондовый рынок)
13. **Microeconomics** – микроэкономика. Наука, изучающая экономическую деятельность отдельных экономических субъектов, таких как фирма, корпорация, домохозяйство, физическое лицо.
14. **Macroeconomics** – макроэкономика. Раздел экономической теории, изучающий функционирование экономики в целом, экономическую систему как единое целое.
15. **Marketing** – Деятельность, направленная на продвижение товаров и услуг от производителя к потребителям, связанная с организацией рекламной деятельности, изучением рынка сбыта, созданием имиджа, проведением исследований и разработок в области коммерциализации продукции.
- a. **marketing research** – исследование рынка, товаров и услуг.
  - b. **direct marketing** – непосредственная работа с клиентами, установление прямых контактов с потребителями.
16. **Money** - форма меновой стоимости, посредством которой осуществляется связь между субъектами рыночной экономики. Является мерой стоимости, средством обращения, средством платежа и средством накопления.
- a. **to transfer money** – переводить деньги
  - b. **to borrow money** – брать займы деньги
  - c. **to earn money** – зарабатывать деньги
  - d. **to reimburse money** – возвращать деньги
  - e. **to owe money** – задолжать деньги

17. **Stock, share** – акция. Эмиссионная ценная бумага, выпускаемая акционерным обществом, удостоверяющая участие ее владельца в капитале компании, дающая право на управление деятельностью формы, на получение определенного дохода (дивиденда) из прибыли и получение части имущества при ликвидации акционерного общества.

- a. **common stock (or share)** - простая (обыкновенная) акция.
- b. **preferred stock (or share)** – привилегированная акция.

18. **Tax** – налог. Обязательный платеж, взимаемый с юридического или физического лица в пользу государства.

- a. **tax policy** – налоговая политика
- b. **tax system** - налоговая систем
- c. **tax holiday** - налоговые каникулы
- d. **tax risk** – налоговый риск

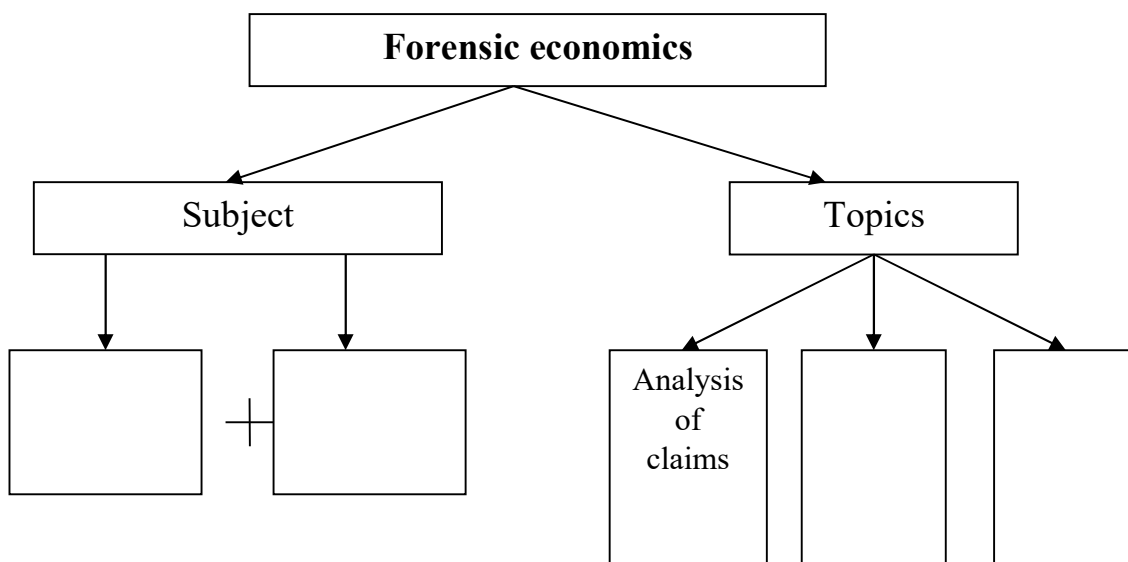
## CHAPTER 2. FORENSIC ECONOMICS

### UNIT 1. FORENSIC ECONOMISTS

**1. Прочитайте определение «судебной экономической оценочной экспертизы» и заполните кластер соответствующей информацией.**

**Forensic economics** is the scientific discipline that applies economic theories and methods to the issue of pecuniary damages as specified by case law and legislative codes. Topics within forensic economics include (1) the analysis of claims involving persons, workers, firms, or markets for evidence concerning damage liability; (2) the calculation of damages in personal and commercial litigation; and, (3) the development and use of generally accepted forensic economic methodologies and principles.

[Definition adopted by National Association of Forensic Economics Board of Directors, 8/1/2002]



**2. Подберите русские эквиваленты к английским словам и словосочетаниям.**

1. pecuniary damages	a. анализ претензий
2. case law	b. расчет ущерба
3. analysis of claims	c. разрешение хозяйственных споров
4. damage liability	d. денежная компенсация
5. calculation of damages	e. ответственность, возникшая в связи с нанесением ущерба другим лицам
6. commercial litigation	f. прецедентное право

**3. Ознакомьтесь с вопросами, которые, как правило, разбираются в ходе судебного разбирательства с участием судебного эксперта-экономиста в англо-американской системе права.**

<b>CASES</b>	<b>RUSSIAN EQUIVALENTS</b>
1. Personal Injury Damages	Компенсация за причинение вреда жизни и здоровью
2. Wrongful Death Damages	Компенсация за смерть, произошедшую по вине другого лица
3. Commercial Losses	Коммерческие потери
4. Business Interruption	Вынужденный перерыв в хозяйственной деятельности
5. Economic Damage Claims in Employment Matters	Иски на понесенный экономический ущерб по вопросам трудового права
6. Employment-Discrimination Analysis	Определение факта дискриминации в области трудовых отношений
7. Business Valuation	Оценка стоимости бизнеса

**Case 1**

Permanently injured truck driver requiring alternative, lower-paid employment. Damage award based on loss of earning capacity with future work life expectancy (WLE) appropriately derived at less than average due to pre-existing health issues (diabetes, obesity, smoking, etc.).

**Case 2**

Permanently injured factory worker (loss of fingers in industrial accident) with no expectation of post-injury paid employment. Damages based on loss of earning capacity with collateral source income offset (required in NJ), plus valuation of loss of home services/household production.

**Case 3**

Wrongful death of retiree receiving state government pension. Damage award based on pension loss, net loss to spouse of incremental Social Security benefit above survivor's benefit, plus loss of household services and loss of companionship and advice services as permitted by state law.



#### **Case 4**

Wrongful termination of senior executive for reason of age discrimination. Damage award based on valuation of loss of earnings and future earning capacity, including base salary, annual bonuses, stock option and warrant grants, forced premature stock option exercise resulting from termination, and various employer-provided benefits.

#### **4. Прочитайте текст.**

### **THE SCOPE OF FORENSIC ECONOMICS**

The field of forensic economics in the United States first developed in the 1970s as various state courts began allowing expert testimony from an ever-expanding array of specialists in a wide variety of disciplines.

In the 1980s professional forensic economics organizations such as the American Academy of Economic and Financial Experts (AAEFE) and the National Association of Forensic Economics (NAFE) were formed to facilitate academic research and provide forums for formal paper presentations as well as discussions of the practice of forensic economics.

Most forensic economists (FEs) are solo practitioners, typically holding a full-time position at an academic institution; most hold an earned Ph.D., but other practitioners include accountants and financial experts. If a person has good command of the economic way of thinking, is familiar with economic methodology, and becomes knowledgeable of forensic economic methods, data sources, and legal requirements, that person could be an effective FE.

As noted previously, successful forensic economic practitioners must become the master of the “art” of applying and communicating knowledge as a paid expert in a legal context.

#### **5. Ответьте на вопросы.**

1. When did the field of forensic economics develop?
2. What professional forensic economics organizations appeared in the USA?
3. What are the requirements to the forensic economists?

#### **6. Найдите в тексте слова или словосочетания с противоположным значением. Переведите на русский язык получившие пары слов.**

1. academic economics - \_\_\_\_\_
2. federal courts - \_\_\_\_\_
3. to prohibit - \_\_\_\_\_

4. witness testimony - \_\_\_\_\_
5. hired employee - \_\_\_\_\_
6. a part-time position - \_\_\_\_\_
7. a scientist - \_\_\_\_\_

7. *Расшифруйте аббревиатуры и дайте им русские эквиваленты.*



8. *Дополните таблицу нужной формой слова. Составьте предложения.*

<i>Nouns</i>	<i>Verbs</i>	<i>Adjectives/Participles</i>
	develop	
		paid
economics		
	apply	
specialist		
	provide	

9. *Прочитайте и переведите текст.*

### **THE FORENSIC ECONOMICS ASSIGNMENT**

An assignment seeking the professional opinion of an economist may take different forms. The most common is asking the economist to calculate the economic losses occurring as a result of a particular event such as an accident, job termination, or breach of contract. Alternatively, an economist may be asked to review and critique the content and quality of an opposing economist's report of economic loss. When this occurs, the expert may be working as a consultant to the attorney as opposed to being named as an expert in the case. If the expert is "named," a legal requirement that must occur well in advance of trial testimony, then the work product of the expert may be discoverable by the other side.

Less common may be a request to calculate the value of one particular type of loss such as the present value of the components of a life care plan, the value of a person's household services, or the loss of a person's pension. It cannot be em-

phasized enough that the economist should do the job being asked, nothing less, nothing more.

Once hired by an attorney, the assignment becomes a job that will generate fees for the time spent by the economist. During the time one spends on a litigation assignment, it is imperative to keep meticulous records. Experts are often examined, either in deposition or trial, and must be in a position to answer any and (nearly) all questions, such as: When were you first contacted by the attorney? How much did you charge? On what date(s) did you speak with the plaintiff (or defendant) and what did you talk about? What documents did you rely upon? Better to retain all notes and documents (some of which could be discarded later) than to suffer criticism that your work is incomplete, sloppy or without adequate basis.

All of this presumes that the economist has been provided full and adequate information to enable him or her to conduct a proper valuation of losses. To this end, many FEs have developed questionnaires that they submit to the attorney, stating that the requested information be provided together with back-up documentation confirming the critical facts of the case. Frequently, upon review of the documents provided, the economist will determine that information is missing about one or more aspects of the case. Hence, further communication with the retaining attorney would occur, requesting the missing information. Sometimes direct communication will be needed with the attorney's client, that is, the actual party to the law suit. It is not unusual, therefore, to find that an assignment may extend for weeks or months as documents are being gathered. Once the information has been assembled by the FE, analysis and calculations may begin.

#### ***10. Согласитесь или опровергните следующие утверждения.***

1. The most common assignment is to calculate the economic losses occurring as a result of a particular event.
2. As a rule an economist is never asked to review the content of an opposing economist's report of economic loss.
3. If the expert is "named," the work product of the expert may be discoverable by the other side.
4. The most common request for the economist is to calculate the value of one particular type of loss.
5. The economist should do the job as well as possible covering all aspects of the case.
6. During the time the economist spends on a litigation assignment, he must keep thorough records.
7. Experts can be examined only by the judge orally.
8. Many FEs have developed questionnaires that they submit to the attorney.
9. Upon review of the documents provided, the economist often determines that information is missing about one or more aspects of the case.

10. Economic analysis and calculations start only after information has been gathered.

**11. Найдите в тексте английские эквиваленты следующим русским словосочетаниям.**

1. принимать различные формы
2. нарушение контракта
3. смета дальнейшей реабилитации пострадавшего
4. нанятый адвокатом
5. вести подробные записи
6. собирать информацию
7. опросник
8. выбрасывать документы
9. подчеркивать (значение)
10. задание, поручение

**12. Соедините термины и их определения. Проиллюстрируйте каждый из них в своих предложениях.**

a) a life care plan   b) an accident   c) economic loss   d) household services  
e) deposition   f) questionnaire   g) job termination

1. Total financial loss resulting from the death or disability of a wage earner, or from the destruction of property. Includes the loss of earnings, medical expenses, funeral expenses, the cost of restoring or replacing property, and legal expenses. It does not include noneconomic losses, such as pain caused by an injury.
2. A formal written statement made or used in a law court.
3. An unplanned, unforeseen, and unexpected event that has a negative effect on all activities of the individual who is involved in it.
4. A tool for data gathering and research that consists of a set of questions in a different form of question type that is used to collect information from the respondents for the purpose of either survey or statistical analysis study.
5. A document that identifies a person's future medical and supportive care needs which can also be used in a legal setting to accurately project the nature and cost of an injured person's long-term care needs.

6. The end of an employee's contract with a company. An employee may be terminated from a job of his/her own free will or following a decision made by the employer.
7. Such activities as doing dishes, cleaning a house, child rearing activities, maintaining lawns, making repairs to household appliances and so forth.

**13. Замените русские слова в скобках на английские эквиваленты и пере-скажите текст.**

(Судебная экономическая экспертиза) has come a long way since the early 1970s. Successful (судебные эксперты) can earn substantial income, but practice of this specialty is clearly not for everyone. The role of the expert in (гражданских процессах) is to assist the trier-of-fact in determining the economic impact of some harmful incident. As such, the work of FEs serves the larger socio-economic purpose of (разрешении споров) among members of our society.

Those who choose to become an FE enter an area of practice that requires gaining knowledge of (правил судопроизводства) that guide the methods and measurements of (экономических потерь). In addition, the economist must become thoroughly familiar with the (общепринятых методов) and sources in the field as developed in the forensic economics literature. Perhaps just as important is the ability to apply one's trade in an (этической и профессиональной) manner. Finally, the solo practitioner must acquire (навыки) in operating a small business. Those who venture ahead will find that the members of the forensic economics organizations are extremely helpful. (Успех) in the practice of (судебной экономической экспертизы) yields both professional and personal satisfaction.

**14. Работа в парах. Прочитайте текст. Сравните список исков, данных в упражнении 3, со списком, приведенным ниже. Выпишите новые виды исков, переведите их названия на русский язык и составьте свой полный список дел, в которых участвует судебный экономист.**

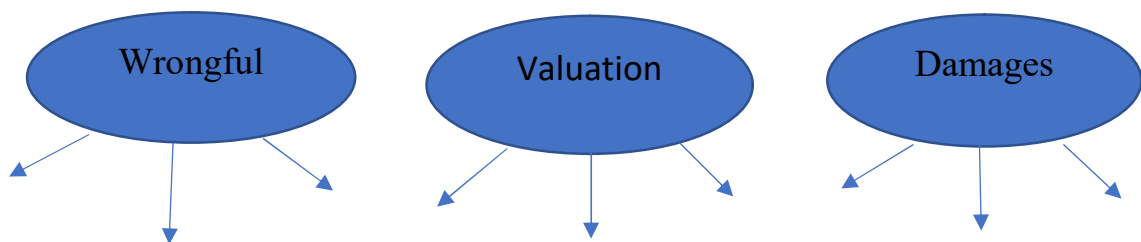
Conceived of as economics applied to legal matters, forensic economics is a broad field indeed. Some applications that could fall under such a rubric, for example antitrust and public utility regulated rate setting, for tradition's sake continue to be classified under other fields within economics. These omissions only slightly reduce the array of issues examined or confronted by practicing forensic economists (FEs).

Personal injury and wrongful death are the two types of cases that occupy the most attention of FEs. Here is a list of other types of cases in which FEs participate with some regularity:

- Business valuation and lost profits (appraisals cannot be deemed to be “speculative”)
- Marital dissolution (equitable distribution of joint wealth; the earning power of an advanced degree; future income from a family business)
- Wrongful termination (duration of unemployment)
- Failure of fiduciary duty (safety, prudence)
- Structured settlement appraisal (appropriate discount rate)
- Pension fund valuation
- Stock-option valuation
- Workplace discrimination (prima facie statistical evidence)

The list is not exhaustive, and even an exhaustive list would be short-lived as new specialized applications arise from time to time.

**15. Составьте словосочетания и объясните их значение.**



**16. Прочитайте отчет, сделанный Комиссией по обеспечению равных условий найма в США (Equal Employment Opportunity Commission), заполните кластер и расскажите, что вы узнали о проблеме трудовой дискриминации по модели:**

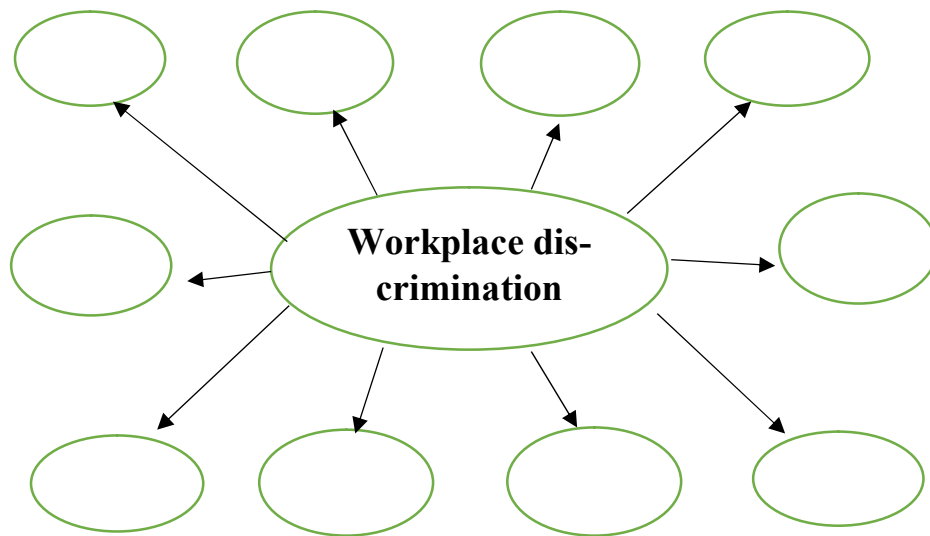
**MODEL:**

Workplace Discrimination is when employees are treated differently, paid differently, promoted differently at their place of work based on \_\_\_\_\_  
 There are many forms of discrimination in a place of work: \_\_\_\_\_  
 Examples of Employment Discrimination are \_\_\_\_\_

The EEOC reported the following breakdown regarding the types of complaints for discrimination that were fielded by the agency in 2017:

1. Retaliation: 41,097 (48.8 percent of all charges filed)

2. Race: 28,528 (33.9 percent)
3. Disability: 26,838 (31.9 percent)
4. Sex: 25,605 (30.4 percent)
5. Age: 18,376 (21.8 percent)
6. National Origin: 8,299 (9.8 percent)
7. Religion: 3,436 (4.1 percent)
8. Colour: 3,240 (3.8 percent)
9. Equal Pay Act: 996 (1.2 percent)
10. Genetic Information: 206 (0.2 percent)



***NB (Rules for writing English large numbers and decimals):***

***Rule 1.*** With figures of four or more digits, use commas. Count three spaces to the left to place the first comma. Continue placing commas after every three digits. *Important:* do not include decimal points when doing the counting.

***Examples:***

*1,054 people*

*\$2,417,592.21*

**Note:** Some choose not to use commas with four-digit numbers, but this practice is not recommended.

***Rule 2.*** Write decimals using figures. As a courtesy to readers, many writers put a zero in front of the decimal point.

**Examples:**

The plant grew 0.79 inches last year.

The plant grew only 0.07 inches this year.

**Rule 3.** With non-formal writing as well as recipes using digits such as “7% of Americans” or “2 teaspoons of sugar” is perfectly acceptable. However, if you are writing a formal paper, it is recommended that you spell out the percentages as “45 percent of children” or “twelve percent of players” depending on the size of the number.

**17. Прочитайте предложения, обращая внимания на глаголы, обозначающие начало и завершение трудовой деятельности. Ответьте на вопросы, используя словарь при необходимости, чтобы объяснить различия в их употреблении. Запишите эти предложения в пассивном залоге.**

1. The Company is *hiring* twenty employees.
2. Twenty workers *are going on strike*.
3. The Company is *making* twenty workers *redundant*.
4. The workers *are taking up* their positions at the company.
5. The workers *are handing in their resignation* to their employer.
6. The Company is *firing* fifteen workers.
7. The Company is *employing* twenty workers.
8. Fifty workers *are applying for jobs* at the company.
9. The Company is *laying off* thirty workers.
10. The Company is *sacking* ten workers.
11. Three workers *are retiring* from the company.
12. Twelve workers *are putting in for jobs* at the company.
13. Two workers *are resigning* from the company.
14. The Company is *taking on* ten workers.
15. The Company is *dismissing* five workers.
16. Ten workers *are giving notice*.
17. The Company is *giving* nine workers *the sack*.

1. Which six are about starting work?
2. Which eleven are about stopping work?
3. Use three different expressions with exactly the same meaning: “The Company *sacked ten workers*”.
4. Find the sentence above which means the same as *make redundant*.
5. Which word means *stop work as a protest against something*?
6. Which words mean *stop work*
  - (a) because you choose to?
  - (b) because you are old?
7. Which word means exactly the same as *give notice*?
8. Which one means exactly the same as *hire*?



**18. Прочитайте текст. Найдите ответы на вопросы. Составьте понятийную схему текста (кластер).**

1. What areas of law can treat business losses?
2. What examples of torts are given in the text?
3. What circumstances may produce business losses under contract law?

### **CIRCUMSTANCES LEADING TO BUSINESS LOSSES**

Business losses can result from a wide range of circumstances and may be an issue under contract or tort law. Tortuous acts resulting in property damage and personal injury where a business entity or a key employee is the object of the act may also establish cause for business losses. Environmental contamination, unfair trade practices, fraud and interference with contract are all examples of torts that may lead to a claim for business losses.

Perhaps the most obvious circumstances in which business losses may arise involve the breach of a contract. Breach of contract circumstances arise when a party to a contract fails to perform the terms of the contract and the other party is prevented from realizing the anticipated benefits of the contract. Product liability and breach of warranty actions are two other examples of circumstances that may produce business losses under contract law.

The consequences of such events may lead to business losses without being immediately or directly observable. For example, environmental contamination of an adjacent property leads to the business owner's inability to finance an expansion plan and, as a consequence, the loss of key sales contracts.

The economic or financial expert can play two roles in a business loss case for plaintiff and defense attorneys. First, an experienced economist may be employed to examine and possibly testify to the fact of damages. The expert should have experience in financial and business analyses, investment analyses and/or business valuation. An expert with actual business experience can be valuable to both plaintiff and defense case management. The second role an experienced economist may play involves examining and possibly testifying to the amount of damages.

**19. Соотнесите английские словосочетания из текста с их русскими эквивалентами.**

1. to result from a wide range of circumstances	а. ответственность за произведенную продукцию
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2. to be an issue under contract or tort law	b. выполнить все условия договора
3. to result in property damage	с. адвокаты истца и ответчика
4. to establish cause for business losses	d. быть предметом иска по договорному или деликтному праву
5. unfair trade practices	е. возникать из-за широкого круга обстоятельств
6. to perform the terms of the contract	f. выступать в суде с экспертными показаниями по оценке суммы компенсации
7. product liability	g. приводить к имущественному ущербу
8. breach of warranty	h. недобросовестная практика ведения торговли
9. plaintiff and defense attorneys	i. устанавливать причину коммерческих потерь
10. to testify to the amount of damages	j. нарушение гарантийных обязательств

**20. Дополните предложения в соответствии с содержанием текста.**

1. Business losses can result from \_\_\_\_\_.
2. Tortuous acts result in \_\_\_\_\_.
3. Breach of contract circumstances arise \_\_\_\_\_.
4. Product liability and breach of warranty actions are \_\_\_\_\_.
5. The economic or financial expert can play \_\_\_\_\_.
6. The expert should have experience in \_\_\_\_\_.
7. The second role \_\_\_\_\_.

**21. Замените русские слова в скобках английскими эквивалентами.**

The element of value most often determined in business loss cases is (упущенная выгода) of which "net" or "gross" profits may be applicable depending on (обстоятельства) and factors in the case. However, (компенсация) may also be meas-

ured by determining loss of business value or “going concern” value. Often it is necessary to examine both profits and (стоимость бизнеса) to determine the appropriate measure of (потери). In such situations, great care must be taken to avoid double counting (упущенная выгода) as (стоимость бизнеса) is, conceptually, determined by measuring (будущая прибыль). The specifics of the case and possibly jurisdictional specific requirements may determine the approach required. In either approach the focus of analysis is, generally, on the incremental losses rather than the business as a whole.

**22. Прочитайте и озаглавьте текст. Составьте план текста, состоящий из вопросов к каждому абзацу текста.**

- 
1. \_\_\_\_\_ ?
  2. \_\_\_\_\_ ?
  3. \_\_\_\_\_ ?

Business loss is a state that occurs when a company fails to generate enough revenue to cover all expenses associated with the operation of the business. This disparate relationship between profit and loss often results in the ability to claim the loss as a tax deduction, although that is not always the case. Companies generally prefer to avoid business losses if at all possible, and will usually take action to eliminate or at least reduce the amount of the loss.

Along with businesses, individuals may also experience a business loss. People who choose to support themselves with freelance work may incur such a loss when their efforts do not generate enough business volume to cover all the expenses associated with offering those services. Like businesses, a freelance professional may or may not be able to claim such a loss as a deduction on a tax return, based on currently applicable tax laws.

Investors may also experience a business loss. This occurs when a stock or other type of security fails to maintain a value equal to the purchase price. If during the course of a calendar year the option price falls below the amount paid for the option initially, the investor begins to lose money on that investment. When this happens, it may be possible to use the loss to offset the gains made with other investments and thus minimize the overall tax burden.

**23. Составьте краткую характеристику пройденной темы.**

- Название (Forensic economist)

- Два прилагательных, описывающие ее признаки и свойства
- Три глагола, описывающие характерные действия
- Фраза, высказывание из четырёх слов, выражающее ваше личное отношение к теме
- Одно слово, которое представляет собой резюме, характеризующее суть.

## UNIT 2. ETHICS AND ASSUMPTIONS OF DAMAGE MODELS

*1. Прочитайте шутку. Обсудите вопрос: «О каких недопустимых для экономиста личностных качествах и не соблюдении каких этических норм идет речь?»*

A mathematician, an accountant and an economist apply for the same job. The interviewer calls in the mathematician and asks: "What is two plus two equals?" The mathematician replies: "Four." The interviewer asks: "Four, exactly?" The mathematician looks at the interviewer incredulously and says: "Yes, four, exactly."

Then the interviewer calls in the accountant and asks the same question: "What is two plus two equals?" The accountant says: "On average, four - give or take ten percent, but on average, four."

Then the interviewer calls in the economist and poses the same question: "What is two plus two equals?" The economist gets up, locks the door, closes the shade, sits down next to the interviewer and says: "What do you want it to equal?"

*2. Прочитайте список слов, описывающих моральные качества человека. Подберите к ним русские эквиваленты. Ответьте на вопрос: What qualities should every forensic economist possess? Give your arguments.*

1. **Empathy:** the ability to communicate understanding of another person's experience from that person's perspective.
2. **Sincerity:** a personal commitment to consistency between what is professed and what is done.
3. **Integrity:** commitment to being moral in dealings with others, personal straightforwardness, honesty and coherence.
4. **Resilience:** the capacity to work with the client's concerns without being personally diminished.

5. **Respect:** showing appropriate esteem to others and their understanding of themselves.
6. **Humility:** the ability to assess accurately and acknowledge one's own strengths and weaknesses.
7. **Competence:** the effective deployment of the skills and knowledge needed to do what is required.
8. **Fairness:** the consistent application of appropriate criteria to inform decisions and actions.
9. **Wisdom:** possession of sound judgment that informs practice.
10. **Courage:** the capacity to act in spite of known fears, risks and uncertainty.

### *3. Прочитайте и переведите текст.*

The discipline of forensic economics is unique in economics because most academic forensic economists are also consultants to the legal community. Since forensic damage models are based on assumptions that may favor one side in litigation, practitioners are confronted with ethical issues dealing with the impact of their models' assumption on litigants. Consequently, forensic economists must go beyond the simplifying assumptions made in introductory economics classes and understand the consequences of the models' assumptions. Because experts are not advocates for either the plaintiff or defendant (attorneys are), it is crucial that their assumptions be consistent and not changed depending on which side retains them. Neutrality can be difficult to maintain when the marketplace rewards those providing opinions beneficial to the retaining side. The ethical consistency dilemmas are real and not abstract.

Each state, as well as the federal government, has different laws pertaining to estimating economic damages. Nevertheless, the methodology of estimating damages within the legal parameters is remarkably consistent from one jurisdiction to another. The purpose of estimating damages is to restore the plaintiff's economic condition to what it was prior to the tort, or to make the plaintiff whole.

Each component of damages depends on how long the loss lasts. Lost earnings depend on work life expectancy, which is the number of years the plaintiff would have worked if not injured or deceased. Long-term health care resulting from an injury and pension losses depend on the plaintiff's life expectancy. Other losses such as household services last as long as the plaintiff is healthy enough to provide those services.

Past and future earning losses resulting from an injury or death are recoverable. Legal parameters determine whether expected earnings (earnings the plaintiff expected to earn prior to the tort) or earning capacity (earnings the plaintiff had the ability to earn prior to the tort) are to be used. Upon establishing preinjury earnings, postinjury earnings (residual earnings) have to be determined and deducted from lost earnings. In wrongful deaths, there are no residual earnings. Vocational

rehabilitation experts usually determine the future earnings potential given the impaired condition of the plaintiff.

Household services are those activities performed outside the paid marketplace that have pecuniary value that can be quantified by an economist. Household services provided by the plaintiff that he or she is no longer capable of doing because of the accident are economic damages. Household services may include cleaning, cooking and cleaning up, doing laundry, shopping, maintaining the home and vehicles, managing the household, providing transportation for the household, caring for children, and other types of services unique to the plaintiff.

Household services are not a loss if the plaintiff never performed them in the past and if there is no evidence to support that he or she would have performed them in the future. A method to determine the pre- and post-injury hours of household services is to have the plaintiff fill out a questionnaire asking how many hours were spent doing specific household work before and since the accident. The difference between the two is the reduction of household services, which would then be valued. The potential for self-reporting bias has to be recognized. However, the purpose of the survey is to show that a foundation for losses does exist. Without a foundation, it may be difficult to claim lost household services.

**4. Соедините английские словосочетания из текста с их русскими эквивалентами.**

1. forensic damage models	а. предполагаемая продолжительность трудовой деятельности
2. to simplify assumptions	б. восстанавливаемый
3. opinions beneficial to the retaining side	с. остаточная работоспособность
4. ethical consistency dilemmas	д. заполнять опросник
5. to estimate economic damages	е. трудоспособность, работоспособность
6. to restore the plaintiff's economic condition	ф. профессиональная реабилитация
7. work life expectancy	г. рассчитать компенсацию экономического ущерба
8. recoverable	и. необходимость этического выбора
9. earning capacity	г. восстановить истца в исходном экономическом положении
10. residual earnings	ж. судебно-экономическая модель расчета ущерба
11. vocational rehabilitation	з. упрощать предположения
12. to fill out a questionnaire	и. мнение выгодное для приглашающей стороне процесса

**5. Дополните предложения.**

1. Forensic damage models are based on \_\_\_\_\_.
2. Forensic economists must go beyond \_\_\_\_\_.
3. It is crucial that \_\_\_\_\_.
4. The methodology of estimating damages within the legal parameters is \_\_\_\_\_.
5. Lost earnings depend on \_\_\_\_\_.
6. \_\_\_\_\_ are to be used.
7. Vocational rehabilitation experts usually determine \_\_\_\_\_.
8. Household services may include \_\_\_\_\_.
9. \_\_\_\_\_ if the plaintiff never performed them in the past.
10. The purpose of the survey is \_\_\_\_\_.

**6. Согласитесь или опровергните следующие утверждения.**

1. Forensic damage models are based on assumptions that may favor one side in litigation.
2. Forensic economists must go beyond the simplifying assumptions because they should understand the consequences of these models' assumptions.
3. Each state has different laws pertaining to estimating economic damages.
4. The purpose of estimating damages is to improve the plaintiff's economic condition.
5. The ethical consistency dilemmas are very abstract.
6. Long-term health care resulting from an injury and pension losses depend on the plaintiff's work life expectancy.
7. Household services are those activities performed on the paid marketplace.
8. Household services last as long as the plaintiff is healthy enough to provide those services.
9. The difference between the number of hours spent on household services before and since the accident should be valued.
10. It may be difficult to claim lost household services without foundation.

**7. Замените русские слова в скобках на английские эквиваленты и пере-скажите текст.**

(Судебная экономическая экспертиза) is (применение) of standard methods of (экономического анализа), finance and accounting in order to (рассчитать компенсацию экономического ущерба) in litigation. The most important function of the economist is to assist (присяжным) in the task of deciding on (сумме компенсации), should they find liability. An important distinction is that this (судебная

экономическая экспертиза) versus “academic economics” or “corporate finance.” This distinction is important because (судебная экономическая экспертиза) is really economics according to (законом), whereas academic economics is more (изучение теории) and corporate finance is more attuned to financial decision-making for (бизнеса). In (судебной экономической экспертизе), any time theory and law are in conflict with (экономическим анализом), (закон) must prevail. A key way the forensic economists can know the guidelines of how they are to make their (вычисления) is to ask (адвоката) that has retained them for the jury instructions which will be in use in (данном деле). This will provide a framework to use in conjunction with their (опытом работы и профессиональной подготовкой) in order to provide the most accurate (оценку экономического ущерба).

#### **8. *Переведите предложения на английский язык.***

1. Компенсация определяется как разница между заработной платой (доходом) потерпевшего до и после дорожно-транспортного происшествия.
2. Компенсация всегда рассчитывается путем сравнения суммы, которую потерпевший заработал бы, если бы избежал травмы, с суммой, которую он получит в виде дохода или социальных выплат после аварии.
3. К рассмотрению исков о возмещении вреда здоровью широко привлекаются судебные экономисты.
4. Судебные экономисты оценивают перспективы дальнейшего трудоустройства (включая будущий заработок) для конкретного потерпевшего, а не "среднестатистической личности" или категории населения.
5. Спорным является вопрос об оценке экономических потерь в том случае, если жертва, получившая серьезную травму в результате ДТП, за счет применения современных методов протезирования и реабилитации оказывается способной к работе в прежней должности с извлечением прежнего дохода.
6. При этом в целях сохранения сдерживающей функции деликтной ответственности, реализуемой при взыскании экономических убытков, предлагаются различные механизмы дифференциации взыскиваемых сумм в зависимости от тяжести наступивших последствий.

#### **9. *Работа в парах. Прочитайте статью и обсудите вопросы:***

1. *What is so curious in each case?*
2. *What would you decide if you were a judge?*

## **THE OCCASIONALLY CURIOUS WORLD OF FORENSIC ECONOMICS**

**Dr. Andrew Brod**



Forensic economics is the application of economic analysis to the law, usually in civil litigation. Most of what forensic economists do involves either lost earnings or lost profits. That's certainly been true of my career in the field.

But along the way, I've worked on cases that didn't fall neatly into the above two categories. For some of these unusual cases, I worked for the plaintiff; for some, the defendant. And because forensic economists often don't know how a case turns out, I can't say how my analyses were received. But here are a few examples, and you can judge for yourself.

**He's dead to me:** When I was contacted about an alienation-of-affection case, my first instinct was to say no. It wasn't at all clear to me how an economic analysis would be relevant. However, the attorney made a simple and persuasive point. The plaintiff's husband was gone and therefore the plaintiff could no longer benefit from a portion of his income. It was as if he'd died. So, I did what was effectively a wrongful-death analysis, though not because of a death.

**Time is money:** A salaried worker suffered cognitive damage in an accident. She could still work, but it took her longer to do her day's tasks. There were no lost earnings, but she'd lost the implicit value of time she'd previously spent in leisure. Because the extra hours of work were at the margin of her work day, it was straightforward to place a value on them.

**Child support:** A mother received a financial settlement after the death of her college-age son, and the boy's previously absentee father sued for a share. The mother felt he didn't deserve anything. I was engaged not to opine about who deserved what, but to provide context for the father's payment of child support over the years. I compared his aggregate payments with the U.S. Department of Agriculture's annual estimate of the cost of raising a child to adulthood. The former was much smaller than the latter, which presumably bolstered the mother's argument.

**Crime doesn't pay:** An environmental group sued a city for not meeting federal clean-water standards. Under federal law, one element of the damages the environmental group could claim was the extent to which the city benefited financially by violating the rules. The city did enjoy such a benefit, though its gain was mitigated by fines and other expenses it incurred as a result of its noncompliance.

*10. Внимательно прочитайте Этический кодекс судебного экономиста, выступающего в суде США с экспертным заключением.*

# **STATEMENT OF ETHICAL PRINCIPLES AND PRINCIPLES OF PROFESSIONAL PRACTICE**

## **NATIONAL ASSOCIATION OF FORENSIC ECONOMICS (NAFE)**

Forensic economics is the scientific discipline that applies economic theories and methods to matters within a legal framework.

When providing expert opinion for use as evidence by the trier of fact, a NAFE member pledges, as a condition of membership, adherence to the following:

### **1. Engagement**

Practitioners of forensic economics should decline involvement in any litigation when they are asked to assume invalid representations of fact or alter their methodologies without foundation or compelling analytical reason.

### **2. Compensation**

Practitioners of forensic economics should not accept contingency fee arrangements, or fee amounts associated with the size of a court award or out-of-court settlement.

### **3. Diligence**

Practitioners of forensic economics should employ generally accepted and/or theoretically sound economic methodologies based on reliable economic data. Practitioners of forensic economics should attempt to provide accurate, fair and reasonable expert opinions, recognizing that it is not the responsibility of the practitioner to verify the accuracy or completeness of the case-specific information that has been provided.

### **4. Disclosure**

Practitioners of forensic economics should stand ready to provide sufficient detail to allow replication of all numerical calculations, with reasonable effort, by other competent forensic economics experts, and be prepared to provide sufficient disclosure of sources of information and assumptions underpinning their opinions to make them understandable to others.

### **5. Consistency**

While it is recognized that practitioners of forensic economics may be given a different assignment when engaged on behalf of the plaintiff than when engaged on behalf of the defense, for any given assignment, the basic assumptions, sources, and methods should not change regardless of the party who engages the expert to perform the assignment. There should be no change in methodology for purposes of favoring any party's claim. This requirement of consistency is not meant to preclude methodological changes as new knowledge evolves, nor is it meant to preclude performing requested calculations based upon a hypothetical--as long as its hypothetical nature is clearly disclosed in the expert's report and testimony.

## **6. Knowledge**

Practitioners of forensic economics should strive to maintain a current knowledge base of their discipline.

## **7. Discourse**

Open, uninhibited discussion is a desired educational feature of academic and professional forensic economic conferences. Therefore, to preserve and protect the educational environment, practitioners of forensic economics will refrain from the citation of oral remarks made in an educational environment, without permission from the speaker.

## **8. Responsibility**

Practitioners of forensic economics are encouraged to make known the existence of, and their adherence to, these principles to those retaining them to perform economic analyses and to other participants in litigation. In addition, it is appropriate for practitioners of forensic economics to offer criticisms of breaches of these principles.

*11. Английские слова характеризуются многозначностью (полисемией). Правильность понимания слова определяется контекстом. Прочитайте возможные определения слов, обозначающие разные понятия. Найдите нужный вариант определения, с которым слово употреблялось в тексте кодекса, и подберите к нему соответствующий русский эквивалент.*

## **1. Engagement**

- a) an alignment of maximum satisfaction for the individual with maximum contribution for the organization;
- b) a property of the relationship between an organization and its employees;
- c) a relationship where a couple deliberately increases the intimacy of their relationship as a prelude to marriage.

## **2. Compensation**

- a) something given, received, or done to make up for something
- b) the total amount of the monetary and non-monetary pay provided to an employee by an employer in return for work performed as required.

## **3. Diligence**

- a) an alertness, dedication, and industry shown in continual effort to accomplish a task, or in performance of a duty or obligation;
- b) an investigation or audit of a potential investment or product to confirm all facts, such as reviewing all financial records, plus anything else deemed material;
- c) doing something with proper attention and care;
- d) the process of systematically researching and verifying the accuracy of a statement.

## **4. Disclosure**

- a) something that was not previously known, or the act of giving such information to the public;
- b) the act of releasing all relevant information pertaining to a company that may influence an investment decision;
- c) a copy of the evidence that the Crown and police have collected to prosecute your case. It is given to you because it is your constitutional right to know the evidence that will be used against you.

## **5. Consistency**

- a) a degree of density, firmness, viscosity, etc.:
- b) a steadfast adherence to the same principles, course, form, etc.:
- c) an agreement, harmony, or compatibility, especially correspondence or uniformity among the parts of a complex thing:
- d) the condition of cohering or holding together and retaining form; solidity or firmness.

## **6. Knowledge**

- a) a familiarity, awareness, or understanding of someone or something, such as facts, information, descriptions, or skills, which is acquired through experience or education by perceiving, discovering, or learning;
- b) the fact or condition of knowing something with familiarity gained through experience or association;

- c) the ideas or understandings which an entity possesses that are used to take effective action to achieve the entity's goal(s). This knowledge is specific to the entity which created it.

## 7. Discourse

- a) a conversation -- a verbal exchange of ideas;
- b) written and spoken communications;
- c) communication of thought by words; talk; conversation;
- d) a formal discussion of a subject in speech or writing, as a dissertation, treatise, sermon, etc.
- e) any unit of connected speech or writing longer than a sentence.

## Responsibility

- a) something that it is your job or duty to deal with;
- b) a duty or an obligation to satisfactorily perform or complete a task (assigned by someone, or created by one's own promise or circumstances) that one must fulfill, and which has a consequent penalty for failure;
- c) the state or fact of being responsible, answerable, or accountable for something within one's power, control, or management;
- d) a particular burden of obligation upon one who is responsible.

*12. Сравните кодекс, принятый в нашей стране, с кодексом, действующим в США. Найдите сходства и различия. Сделайте анализ документов и представьте его группе.*

### **ЭТИЧЕСКИЙ КОДЕКС ГОСУДАРСТВЕННЫХ ЭКСПЕРТОВ СУДЕБНО-ЭКСПЕРТНЫХ УЧРЕЖДЕНИЙ МИНИСТЕРСТВА ЮСТИЦИИ РОССИЙСКОЙ ФЕДЕРАЦИИ**

Эксперты СЭУ Минюста России в своей деятельности должны соблюдать следующие принципы:

- честность и объективность - при выполнении своих должностных обязанностей эксперт обязан придерживаться безупречных норм профессионального и личного поведения, выполнять свою работу квалифицированно, добросовестно, соблюдая принцип независимости в своих выводах и решениях. Основанием для его выводов и заключений может быть только законная и объективная информация, но не предвзятость или оказанное на него давление;

- порядочность - эксперт должен быть доброжелательным к людям, корректным и добросовестным в своей профессиональной деятельности, своим авторитетом укреплять авторитет представляемой им организации;
- профессиональная компетентность - эксперт должен постоянно повышать квалификацию и качество работы, знания процессуального законодательства, нормативно-правовых актов, методических рекомендаций и пособий, совершенствовать практические навыки. Если эксперт считает, что он не обладает должной компетентностью для выполнения порученного задания, он обязан поставить в известность об этом своего непосредственного руководителя в целях необходимости проведения дальнейшего повышения квалификации и принять меры для самообразования в рамках специализации;
- безупречное поведение - эксперт должен всемерно содействовать созданию и укреплению репутации СЭУ Минюста России, не совершать правонарушений и воздерживаться от поведения, которое могло бы нанести ущерб репутации его и судебно-экспертного убеждения. Это предполагает, что эксперт СЭУ Минюста России в своей профессиональной деятельности неуклонно руководствуется нормами законодательства, своими должностными обязанностями и общепринятыми этическими нормами;
- лояльность - эксперт СЭУ Минюста России не может быть вовлечен в ненадлежащую деятельность, которая способна дискредитировать его самого или учреждение, вызвать конфликт интересов, нанести прямой или косвенный ущерб деятельности СЭУ Минюста России;
- конфиденциальность информации - эксперт СЭУ Минюста России не должен раскрывать третьей стороне информацию, полученную в ходе проведения экспертиз, исключая случаи, предусмотренные законом. Он не должен использовать конфиденциальную информацию во внеслужебных целях.

***13. Работа в малых группах. Прочитайте «Мифы о судебной экономической экспертизе». Обсудите, какие из них справедливы, а какие нет. Представьте результаты своего обсуждения и аргументы.***

## Top Myths of Forensic Economics

**"In no other science is there so much quackery and it must be our province to expose it and bring it into 'merited contempt.'"**

– Richard T. Ely (co-founder of the American Economic Association in 1885). Taken from Ely, R. T. (1886). Report of the organization of the American Economic Association.

1. **Earnings Increase at a Constant Rate** – Like any science, economics is about explaining the world as we see it. Individual earnings rising at a constant rate (rates that are independent of age and experience) are only consistent with a world in which every individual necessarily earns the same amount. That this is not true in the real world is obvious. Consequently, legitimate economics would never recognize a principle that supports an assumption that earnings rise at a constant rate. It is like assuming that the Earth is flat. The generally accepted method within economics for analyzing the earnings of an individual is referred to as the human capital earnings function, the age-earnings profile or simply the Mincer equation.
2. **Earnings Rise at a Constant Rate Relative to the Discount Rate** (i.e., the *net discount rate*) – Since interest rates are independent of age and experience, the so-called net discount rate method for estimating the present value of earnings is equivalent to an assumption that earnings rise at a constant rate. Therefore, it is unsupported by legitimate economic principles for the same reasons discussed in Myth No. 1. Again, the Earth is not flat. (Besides, to which interest rate should earnings growth rates relate? There are hundreds.)
3. **The Value of Household Services Is the Replacement Cost of Time Spent** – The pertinent question relates to the value of the services provided that now must be replaced to keep the plaintiff whole. It does not relate to the value of the *time* the injured or deceased person devoted to providing those services. (Slower does not mean more valuable.) Allowance must also be given for the services which a decedent would have provided themselves, as opposed to those provided for other members of the household, as well as the value of those services provided by other family members for the decedent.
4. **Forensic Economics Is a Field or Branch of Economics** – As with any “forensic science”, forensic economics is the application of economic science to matters of the court. Forensic medicine can involve the principles of, for example, cardiology or obstetrics in cardiac or delivery matters in court. Similarly, forensic economics can involve the principles of labor economics in matters involving an individual’s earnings and industrial organization to antitrust cases. Just as “forensic cardiology” must apply the principles of cardiology as taught in medical school and practiced in a hospital, “forensic labor economics” must apply the principles of labor economics taught in graduate school and practiced in the real world. There is no room for economic methods that are only found in a court of law.
5. **The Relevant Scientific Community Is that of “Forensic Economists”** – Since forensic economics is not a separate field of economics but the appli-

cation of the principles of various fields of economics to matters of the court, there can exist no difference between the methods of economics and those of their forensic application. Consequently, it is nonsense to delineate between the community of legitimate economists applying those principles outside of litigation and the community applying the same principles to matters of the court.

**14. Сделайте письменный перевод текста (30 минут).**

One should not forget that forensic economists have a dual/hybrid function. At some regards they operate as advocates, their interests being those of their clients, as lawyers usually do (“the market sphere”). However, they are also operating as “scientists”, academics or intellectuals (“the intellectual sphere”) where they produce “economic knowledge”. It is also generally accepted that “the reception, survival and diffusion of intellectual products –whether as research, programs, theories, concepts and propositions depend not just on the intrinsic arguments proposed or the strength of the evidence provided, but also on the range of rhetorical devices which the authors employ to locate themselves (and position others) within the intellectual and political field”.

**15. Напишите небольшое эссе (250 слов) на тему “Forensic economics is my future profession”.**

**16. Изучите основные правила составления аннотаций. Напишите аннотацию приведенного ниже текста, в соответствии данными ниже рекомендациями.**

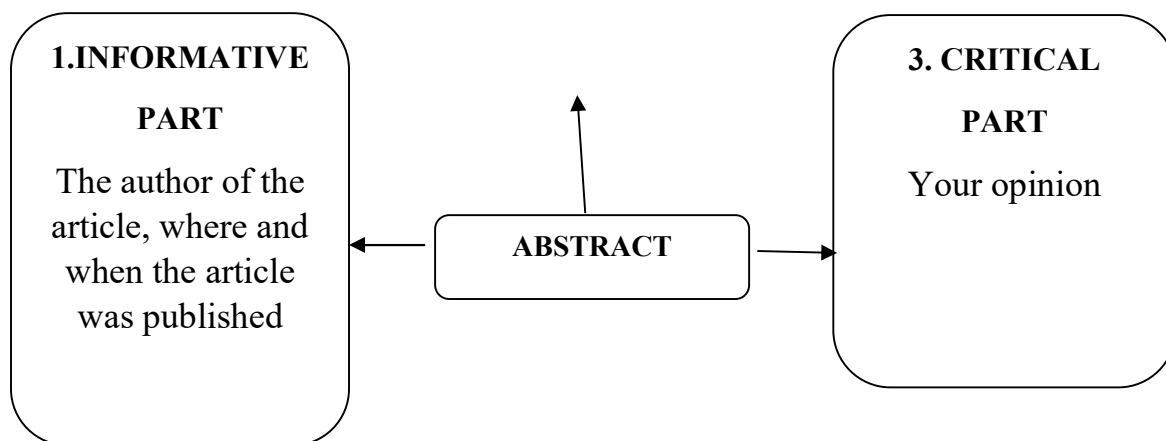
**Аннотация** – это предельно сжатая характеристика материала, заключающаяся в информации о затронутых в тексте вопросах.

**2. DESCRIPTIVE**

**PART**

The main idea of the article. The contents of the article. Some





Составление аннотации осуществляется на максимальной компрессии (сжати) текста, т.е. последовательно перечисляются все затронутые в тексте вопросы и сжато излагается основной вывод автора по всей теме и по основным вопросам.

### **Рекомендации к выполнению задания:**

1. Разбейте текст на логически законченные части (обычно это абзацы).
2. Озаглавьте каждый из них (обычно это назывные предложения).
3. Каждую часть (абзац) разбейте на подчасти и озаглавьте их.
4. Итак, вы получили подробный план данного текста.
5. Теперь объедините эту информацию в новый текст, связывая ее своими словами и логико-грамматическими лексическими единицами, обычно в русском языке это сложносочиненные предложения с подчинением, носящие обобщающий характер типа: « В данном тексте автор подробно (вкратце) рассматривает вопрос (вопросы) ...».
6. Не забудьте отдельным предложением подчеркнуть отношение автора, его позицию, новизну рассматриваемого вопроса.

### **Стандартные фразы для составления аннотации на английском языке.**

The data (the results of ...) are presented (given, analyzed, compared with,

collected).  
The purpose of the research is to prove (test, develop, summarize, find)....  
Special attention is paid (given) to ....  
Some factors are taken into consideration (account)....  
The scientists conclude (come to conclusion)....  
The paper (instrument) is designed for ....  
A brief account is given of....  
The author refers to ...  
Reference is made to ....  
The author gives a review of....  
There are several solutions of the problem ....  
There is some interesting information in the paper ....  
It is expected (observed) that....  
It is reported (known, demonstrated) that....  
It appears (seems, proves) that....  
It is necessary to introduce ....  
It is impossible to account for ....  
It should be remembered (noted, mentioned).

## TEXT

- 
1. \_\_\_\_\_
  2. \_\_\_\_\_
    - a. \_\_\_\_\_
    - b. \_\_\_\_\_
    - c. \_\_\_\_\_

Forensic economics touches upon the relation between economics and the legal system. The interaction of the fields of law and economics is an old story. However, because of its profound interaction with the legal system and the core of economic thought, the field of forensic economics presents new challenges to the sociology of knowledge. It is thus important to distinguish forensic economics from other approaches that put law and economics in relation to each other. One of these is the “law and economics” movement. Explicitly adopting an “external approach”, this literature considers whether specific legal interventions are acceptable when assessed against an external, to law, criterion of validity. The “law and economics” scholarship advanced as a criterion the concept of economic effi-

ciency, itself framed according to neoclassical economic theory and the idea of equilibrium, thus a principle entirely external and disconnected to the legal system. The interplay of law with economics acquired rapidly a normative interest as a research question, as economic concepts and methods were directly influential in reframing and in enriching legal discourse. Nevertheless, the opposite is not true: legal discourse did not influence the evolution of economic discourse.

The field of “forensic economics” is of more recent occurrence. A ready-made definition of forensic economics is “the analysis of the participation of economists in the litigation process”. The primary focus of forensic economics is the measurement and valuation of economic loss (damage) involving mainly personal injury, wrongful been used, albeit less frequently, for the purpose of determining the proof of liability: for example, in discrimination cases, antitrust (competition) law and public utility regulation. Forensic economists are also concerned by “ethical issues involved in the twin roles of advocacy and computational neutrality by practitioners”, the “rhetoric and limits of economic science”, the “allocational impacts of various judicial doctrines relating to the character of allowable testimonial economic expertise and the development of solid procedures for interdisciplinary research leading to better estimation of damages”. “Forensic economics” should be distinguished from the “law and economics” movement for the following reasons. First, forensic economics focus on issues of measurement and evidence, issues of expertise and the testimonial process, which are not topics within the traditional research agenda of the “law and economics” scholarship. Second, law and economics constitutes “primarily an academic discipline, without a professional side that involved compensated participation in the litigation process”. In contrast, “forensic economics grew out of a desire by professional economic consultants and expert witnesses to establish contact with each other to discuss common problems that were both professional and academic in nature”. Thus, “suspicion has existed among economists not involved in forensic work that forensic economists are in the business of developing testimonial uses of knowledge to make money, not to seek knowledge for its own sake, as it is generally the case in economics”. Third, one can clearly identify the tendency of forensic economists to organize themselves as a profession, which is certainly not a noticeable trend in the field of law and economics. For example, the National Association of Forensic Economics (NAFE), the first professional association of forensic economists, was founded in 1988. Economists have also Economics (JFE), which includes articles of interest to accountants, economists, finance and business professionals, lawyers in fields, such as business valuation, commercial litigation, torts and personal injury etc.

***17. Перескажите текст в соответствии с планом, данным ниже.***

## ANNOTATION PLAN

1. The title of the article.  
Название статьи

The article is headlined... *Статья озаглавлена как...*  
The headline of the article I have read is... *Заголовок статьи, которую я прочитал....* As the title implies the article describes ... *Как следует из названия, в статье описаны.....*
2. The author of the article, where and when the article was published. Автор статьи, где и когда она была опубликована

The author of the article is... *Автор статьи...* The author's name is ... *Имя автора статьи...* Unfortunately the author's name is not mentioned ... *К сожалению имя автора не упоминается....* The article is written by... *Статья написана...* It was published in ... *(on the Internet). Она была опубликована в....(в интернете)...* It is a newspaper (scientific) article (published on *March 10, 2012 / in 2010*). *Это газетная (научная) статья, напечатана в 2012, 10 марта.*
3. The main idea of the article.  
Основная идея статьи

The main idea of the article is... The article is about... *Статья о....* The article is devoted to... *Статья посвящена ...* The article deals (*is concerned*) with... *В статье рассматривается....* The article touches upon the issue of... *В статье затрагивается вопрос о...* The purpose of the article is to give the reader some information on... *Цель статьи- дать читателю некоторые сведения о...* The aim of the article is to provide the reader with some material on... *Целью статьи является предоставить читателю некоторый материал по...*
4. The contents of the article.  
Some facts, names, figures.  
Содержание статьи.

The author starts by telling (the reader) that... *Автор начинает рассказывать (читателям), что...*

The author (of the article) writes (*reports, states, stresses, thinks, notes, considers, believes, analyses, points out, says, describes*) that... / *draws reader's attention to...* *Автор (статьи) пишет (докладывает, заявляет, подчеркивает, думает, замечает, считает, полагает, анализирует, обсуждает, рассказывает, описывает), что... / обращает внимание читателя на...* Much attention is given to... *Большое внимание уделено....* According to the article... *Согласно статье...* The article goes on to say that... *В статье говорится, что...* It is reported (*shown, stressed*) that ... *Сообщается (показано, подчеркивается), что ...* It is spoken in detail about... *Подробно рассказывается о* From what the

author says it becomes clear that... *От того, что говорит автор, становится ясно, что...* The article gives a detailed analysis of... *В статье дается подробный анализ...*

Further the author reports (*writes, states, stresses, thinks, notes, considers, believes, analyses, points out, says, describes*) that... *Далее Автор сообщает (пишет, заявляет, подчеркивает, думает, замечает, считает, полагает, анализирует, обсуждает, рассказывает, описывает), что... / draws reader's attention to... обращает внимание читателя на.*

## 5. Conclusion

In conclusion the author writes (*reports, states, stresses, thinks, notes, considers, believes, analyses, points out, says, describes*) that... */ draws reader's attention to... В заключение автор пишет (докладывает, заявляет, подчеркивает, думает, замечает, считает, полагает, анализирует, обсуждает, рассказывает, описывает), что... / обращает внимание читателя на...* The author comes to the conclusion that... *Автор приходит к выводу, что...* The following conclusions are drawn: ...*Были сделаны следующие выводы: ...*

I found the article (rather) interesting (important, useful) *as / because...* *Я нахожу статью (скорее) интересной (важной, полезной) поскольку/потому что...* I think / In my opinion the article is (rather) interesting (important, useful) *as / because...* *Я думаю, что / на мой взгляд статья (скорее) интересная (важная, полезная поскольку... I found the article too hard to understand / rather boring as / because...* *Я нашел статью слишком трудную для понимания / довольно скучную поскольку*

## 6. Your opinion. Ваше мнение.

### UNIT 3. FINANCIAL FORENSICS

**1. Прочитайте описание судебной финансово-экономической экспертизы и соедините английские термины с их русскими эквивалентами.**

Forensic finance is all about following the money to uncover illegal activity, such as money laundering, embezzlement, securities and insurance fraud, and other fraudulent transactions. This rapidly growing field applies financial and economic knowledge to the law, working with investigators and attorneys on civil and criminal matters involving financial transactions. Forensic finance professionals evaluate and interpret financial evidence and offer expert testimony in court.

1. forensic finance	a. следователь
2. money laundering	b. хищение
3. embezzlement	c. судебная финансово-экономическая экспертиза
4. securities	d. финансовая отчетность, представленная в суд в качестве доказательства
5. insurance fraud	e. отмывание денег
6. fraudulent transactions	f. выступление эксперта в суде
7. investigator	g. ценные бумаги
8. financial evidence	h. мошеннические сделки (операции)
9. expert testimony	i. страховое мошенничество

**2. Дополните предложения информацией из текста.**

1. Illegal activities are \_\_\_\_\_.
2. Forensic finance applies \_\_\_\_\_.
3. Forensic finance professionals work with \_\_\_\_\_.
4. Forensic finance professionals are engaged in cases \_\_\_\_\_.
5. Forensic finance professionals evaluate and \_\_\_\_\_.

**3. Посмотрите на схему и расскажите, что вы знаете об этих научных дисциплинах.**

The following five areas describe the five major disciplines currently used in forensic business analysis.



**4. Соотнесите названия видов судебных экспертиз с предметом их основного исследования.**

<p>1. Forensic Accounting</p> <p>2. Forensic Economics</p> <p>3. Forensic Finance</p> <p>4. Forensic Marketing</p> <p>5. Forensic Psychology</p>	<p>focuses on</p>	<p>a. profit analysis, financial valuations, employment losses, and civil disagreements</p> <p>b. products, places, prices, and promotions</p> <p>c. the reconstruction of historical transactions beyond the information presented</p> <p>d. reconstructing fiscal events and transactions within a specific time frame</p> <p>e. providing information to legal personnel in a way</p>
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		that can be understood
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**5. Прочитайте определения и дайте название каждому виду судебной экспертизы.**

1. \_\_\_\_\_ is the scientific discipline that applies economic theories and methods to matters within a legal framework. It covers, but is not limited to:

- the calculation of pecuniary damages in personal and commercial litigation;
- analyses of liability, such as a statistical analysis of discrimination, analyses of market power in antitrust disputes, and fraud detection.
- other matters subject to legal review, such as public policy analysis and business, property and asset evaluation.

2. \_\_\_\_\_ is the intersection between psychology and the justice system. It involves understanding of fundamental legal principles, particularly with regard to expert witness testimony and the specific content area of concern. For example, it considers competence to stand trial, child custody and visitation, or workplace discrimination, as well as relevant jurisdictional considerations. It's widely applied in the United States, where the definition of insanity in criminal trials differs from state to state, in order to be able to interact appropriately with judges, attorneys, and other legal professionals.

3. \_\_\_\_\_ is the use of the accounting skills to investigate fraud or embezzlement and analyze financial information for legal proceedings.

4. \_\_\_\_\_ is the field that combines criminal investigation skills with financial auditing skills to identify financial criminal activity coming from within or outside of an organization.

5. \_\_\_\_\_ is a newly emerging field that focuses on dealing with the application of marketing facts and laws gathered through case study and auditing methods to address legal challenges usually dealing with market exchange issues.



**6. Соедините английские словосочетания с их русскими эквивалентами.**

1. the calculation of pecuniary damages	a. разоблачение обмана, выявление подлога
2. the analysis of liability	b. судебно-бухгалтерская экспертиза
3. fraud detection	с. методы проведения аудиторской проверки
4. to investigate embezzlement	d. расчет денежного возмещения ущерба
5. auditing methods	e. судебная финансово-экономическая экспертиза
6. forensic accounting	f. анализ финансовых обязательств
7. forensic finance	g. судебная экспертиза маркетинговых операций
8. forensic marketing	h. проводить расследование хищения

**7. Заполните пропуски соответствующими словами из упр.6.**

1. \_\_\_\_\_ is similar to \_\_\_\_\_, which utilizes accounting, auditing and investigative skills to analyze a company's financial statements for possible fraud and anticipated or ongoing legal action.

2. The investigation of a white-collar crime is difficult due to the lack of physical evidence. You need to take the right approach in order to legally \_\_\_\_\_ and prove \_\_\_\_\_.

3. Selection of the most efficient internal \_\_\_\_\_ and technologies is determined by the company's objectives and types of its activities.

4. This report is based on the \_\_\_\_\_ related insurance claims from 100 countries (with a total value of more than €8.85bn (US\$9.3bn).

5. \_\_\_\_\_ has been instrumental in providing the required expert evidence in conjunction with accounting evidence to establish and quantify economic loss of market share leading to loss of profit.

6. The pain and suffering experienced by the victim of an accident cannot be calculated and quantified as easily as medical expenses, lost wages and other \_\_\_\_\_.

7. \_\_\_\_\_ allows us to calculate the reliability of the bank.

## ПОВТОРЕНИЕ ГРАММАТИКИ

### Цепочка существительных / Noun Chains

**Цепочка существительных** – это вид словосочетания, представляющий собой ряд двух, трех или более существительных, определяющих одно понятие. В таких словосочетаниях главное существительное, выполняющее непосредственно функцию существительного, стоит всегда в конце цепочки, а все предшествующие слова, связанные с ним, являются определениями. В начале словосочетания, как правило, стоит артикль или другой определитель.

Существительные, выступающие в роли определения, переводятся: существительным в родительном падеже

*market share* – доля **рынка**

прилагательным

*bank details* – **банковские реквизиты**

предложным оборотом

*an exchange contract* – договор **об обмене**

причастным оборотом

*market exchange issues* – вопросы, **связанные с валютным рынком**

Существительные-определения чаще всего используются в единственном числе, даже если по-русски имеется в виду множественное число:

*a test result indicator* – индикатор **результатов** контроля

В следующих случаях множественное число у существительных-определений сохраняется:

- если необходимо подчеркнуть множественность предмета, в этом случае определяющее существительное во множественном числе никогда не переводится прилагательным. При этом также можно использовать конструкцию с предлогом of:

*a documents list* – перечень документов

- если существительное-определение в данном значении употребляется только во множественном числе и без окончания мн.ч. имеет другое значение:

*the futures market* – рынок фьючерсов (Рынок биржевой торговли, на котором продаются и покупаются стандартные количества товаров или финансовых инструментов (ценных бумаг или валюты), с расчетом на будущую дату по установленной цене (фьючерсы).

*the future market* - будущий рынок

В цепочке определений могут дополнительно участвовать прилагательные и причастия, которые могут относиться, как к существительным-определениям, так и непосредственно к главному слову. Если в цепочке первым стоит прилагательное или причастие, то оно обычно относится к последнему слову:

*the required expert evidence – необходимые показания эксперта*

*related insurance claims – соответствующие страховые требования*

**8. Переведите цепочки существительных, имеющих терминологическое значение. Там, где возможно, замените на конструкцию с предлогом of. Составьте несколько предложений.**

Fraud detection, public policy analysis, property and asset evaluation, expert witness testimony, child custody, workplace discrimination, criminal investigation skills, financial auditing skills, financial criminal activity, market exchange issues, white-collar crime, required expert evidence, accounting evidence, company property, business owners, company activities, accounting manipulations, internal control system rules, wheeler-dealer finance operations.

**9. Прочитайте текст.**

## **FORENSIC FINANCIAL INVESTIGATIONS**

Financial investigation is a process that is carried out with an aim to prevent problems related to encroachment on company property and its improper use, as well as to collect evidence for the instances that have already occurred.

Providing company's economic security has always been important for business owners and leaders. The issues of fraud, theft, misuse of official position, raiding, corruption and other issues may arise during the process of company activities.

Financial investigation is an in-depth examination, a detailed analysis of company's financial and economic activities, directions towards a comprehensive investigation of the circumstances with an aim to detect illegal or malicious activities of the employees or third parties related to the invasion of company's financial resources. In today's business, corporate fraud is widespread and its forms and motivations lead to different consequences for company activities.

**Financial investigation needs to be carried out:**

- If the business owner does not have confidence in suppliers, buyers and partners;
- If a business owner or a leader is suspicious about the employees committing fraud;
- If a business owner is concerned about accounting manipulations;
- If there are suspicions about the theft of assets or such instances have already been detected;
- If the internal control system rules are not followed or if there are other suggestions on wheeler-dealer finance operations carried out by company employees.

### **Main tasks of financial investigation:**

- Conducting analytical and practical activities with an aim to research and obtain enough information about the threats of negative instances occurring or about the instances that have already occurred.
- Identifying the amount of losses in case these instances occur.
- Detecting the reasons for threats and risks.

### ***10. Ответьте на вопросы.***

1. What is the aim of carrying out a financial investigation?
2. What issues are closely connected with providing a company's economic security?
3. When is financial investigation necessary?
4. What are the main tasks for any financial investigation?

### ***11. Выразите согласие или несогласие со следующими утверждениями.***

1. The aim of financial investigations is to collect evidence of the encroachment on company property.
2. Fraud, theft, misuse of official position, raiding, corruption seldom arise during the process of company activities.
3. Financial investigation is an in-depth examination with an aim to detect illegal or malicious activities of business owners and leaders.
4. Business corporate fraud is widespread nowadays.
5. If a business owner or a leader is suspicious about the employees committing fraud, he asks for legal advice.
6. If there are suggestions on wheeler-dealer finance operations carried out by company employees, financial investigation needs to be carried out.
7. Detecting the reasons of threats, risks and identifying the amount of losses in the case are the main tasks of financial investigation.

**12. Соедините слово с его определением. Определение одного из слов отсутствует. Составьте его самостоятельно. Переведите на русский язык.**

a) fraud, b) theft, c) misuse of official position, d) raiding,  
e) corruption f) wheeler-dealer finance operations

1. The felonious taking and removing of personal property with intent to deprive the rightful owner of it.
2. An act of going into a place (such as a bank) in order to steal something.
3. Abuse of authority.
4. Dishonest or fraudulent conduct by those in power, typically involved in bribery.
5. Wrongful or criminal deception to result in financial or personal gain.

**13. Прочитайте и переведите текст на русский язык письменно (30 мин.).**

### **WHAT IS FINANCIAL INVESTIGATION?**

Unlike forensic accounting, which is usually triggered by claims for damages that follow actual forensic events, financial investigations focus on the preliminary prevention of undesired incidents before they materialize. Usually, they focus on the examination of internal controls, with the goal of determining whether internal controls are compromised. The investigation may be conducted on behalf of owners and outsiders like investors.

The purpose of investigation varies from business to business. The main purpose of investigation is to determine the true and fair view. The investigation relates to critical checking of particular records. The investigation has no time limit. It may relate to many years. The investigation may examine employees personally. There is no legal requirement to disclose information in investigation.

**14. Прочитайте и объясните, каким образом был осуществлен перевод терминологических цепочек существительных (см. раздел «Повторение грамматики»).**

1. forensic accounting review – экспертное заключение о состоянии дел в бухгалтерском учете компании
2. a global investigative accounting team – международная команда экспертов в области расследования финансовых нарушений
3. evidence-based reports – отчеты, которые могут быть представлены в суд в качестве доказательств
4. court standards – судебный регламент
5. litigation cycle – на протяжении всего судебного процесса по гражданскому делу
6. computer forensics experts – эксперты в области компьютерных технологий
7. cyber security specialists – специалисты в области компьютерной безопасности
8. law enforcement personnel – сотрудники правоохранительных органов
9. private equity firms – частная инвестиционная компания
10. government agencies – правительственные учреждения
11. accounting irregularities – нарушения при ведении бухучета
12. regulatory and compliance issues – вопросы соблюдения нормативных актов
13. the garden variety vendor fraud – заурядные махинации поставщиков

**15. Ознакомьтесь с текстом рекламного объявления, данного компанией XYZ, о предоставлении услуг клиентам по проведению финансового расследования в компании и судебно-бухгалтерской экспертизы (Financial Investigation and Forensic Accounting). Определите, в какой части текста речь идет о финансовом расследовании, а в какой описывается судебная экспертиза. Что общего между этими двумя видами деятельности, и чем они отличаются друг от друга? Заполните таблицу, данную ниже, информацией из текста объявления.**

**A.** \_\_\_\_\_

Situations involving fraud, disputes between parties or allegations of corruption require a close examination of books and records, agreements and other financial documentation to determine what has really happened. XYZ's forensic ac-

counting reviews provide expertise in order to recreate, reconstruct or analyze complex financial and electronic information. Accounting and other internal controls are often the first line of defense in preventing and detecting fraud or other malfeasance, and XYZ's international teams are also experts in assessing internal controls and remediation.

XYZ can quickly assemble a global investigative accounting team to secure, collate and analyze corporate books, records and other financial information to provide clear and concise, evidence-based reports to boards, management and regulators in accordance with court standards. Where necessary, we assist counsel and clients throughout the litigation cycle, from discovery and loss quantification through to asset recovery following a successful claim.

Our forensic accounting teams include certified public accountants, chartered accountants, forensic accountants, traditional investigators, former Big Four auditors and compliance specialists, electronic discovery and computer forensics experts and cyber security specialists. XYZ's senior investigative managers, many of whom are former prosecutors or law enforcement personnel, collaborate to provide insight, direction and hands-on guidance in matters related to financial misconduct, tampering with books, regulatory compliance, anti-corruption, investment schemes and fraud.

## **B.** \_\_\_\_\_

Insiders are the single biggest threat to corporate assets and individuals' private wealth. Privately held businesses and multinational, public corporations face risks from insiders with privileges as well as those with responsibilities that include purchasing, treasury and the management of books and records. Employees with supply chain oversight present elevated bribery risk.

External risk is very real too, and our forensic, cyber and investigative services have provided resolution to those who have had their data breached, assets stolen or royalties underreported, sometimes with the help of an insider. XYZ's financial investigation teams assist clients and their counsel with all phases of an investigation, from the initial detection of suspicious activity right through to resolution, whether the end result is restitution, litigation, an insurance claim or referral to the appropriate law enforcement agency.

XYZ undertakes financial investigations of misconduct, bribery and corruption, as well as assessments of financial transactions, accounting irregularities, and regulatory and compliance issues on behalf of publicly and closely held companies, private equity firms, government agencies, municipalities, and high net worth individuals.

XYZ’s multidisciplinary, international teams have helped clients understand their vulnerabilities in the toughest of circumstances, from reconstructing complex transactions after the failure and collapse of banks to the garden variety vendor fraud. We advise clients on best practice and procedures to ensure that future fraudulent incidents are minimized.

	<b>Financial Investigations</b>	<b>Forensic Accounting</b>
<b>1. Problems (offences)</b>		
<b>2. Purpose</b>		
<b>2. Teams of experts</b>		
<b>3. Services</b>		
<b>4. Results</b>		

**16. Сделайте синтаксический разбор предложений. Выделите главные члены предложения, группы определений и определите тип предложения. Переведите предложения на русский язык письменно.**

1. Employees with supply chain oversight present elevated bribery risk.
2. Privately held businesses and multinational, public corporations face risks from insiders with privileges as well as those with responsibilities that include purchasing, treasury and the management of books and records.
3. Financial investigation teams assist clients and their counsel with all phases of an investigation from the initial detection of suspicious activity right through to resolution, whether the end result is restitution, litigation, an insurance claim or referral to the appropriate law enforcement agency.

**17. Составьте словосочетания и переведите их на русский язык. (Возможны варианты).**

1. to require	a. resolution b. examination
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2. to provide 3. to analyze 4. to prevent 5. to detect 6. to include 7. to undertake	c. expertise d. fraud e. forensic experts f. corporate books g. information h. financial investigations i. assessments
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**18. Переведите предложения.**

1. Судебная финансово-экономическая экспертиза – это исследование хозяйственной деятельности учреждения по материалам учета и финансовой отчетности.
2. Целевая установка экспертизы заключается в исследовании реального финансового положения компании.
3. Финансовое расследование проводится для выявления фактов мошенничества в документации при производстве бухгалтерского учета.
4. Эксперт должен установить нарушения в правильности проведения финансовых операций.
5. Судебная финансово-экономическая экспертиза является самым эффективным средством защиты предприятия или компании от незаконных финансовых махинаций и преступлений.
6. Финансовое расследование поможет компаниям в будущем минимизировать случаи мошенничества.

**19. Найдите определения следующим видам экономических преступлений в толковом словаре. Назовите самые громкие дела по раскрытию этих преступлений (используйте интернет ресурсы).**

1. Bribery is \_\_\_\_\_.
2. Corruption is \_\_\_\_\_.
3. Fraud is \_\_\_\_\_.

4. White collar crime is \_\_\_\_\_.
5. Money laundering is \_\_\_\_\_.

**20. Напишите письмо-запрос в аудиторскую компанию от имени владельца компании с просьбой провести финансовое расследование в вашей компании. Укажите возникшую проблему, требования к команде экспертов и какую помощь от них вы ожидаете. При оформлении письма в качестве подсказки воспользуйтесь информацией из таблицы, данной ниже.**

Formal letter	Informal letter
<b>Начинают письмо обычно с фраз:</b>	
<p style="text-align: center;"><b>Dear Sir/ Madam,</b> (если имя и фамилия человека неизвестны)</p> <p style="text-align: center;"><b>Dear Mr/ Mrs / Ms Brown,</b> (когда мы знаем, кому пишем)</p>	<p><b>Dear John,</b></p> <p><b>Dear Kate,</b></p>
<b>Заканчивают так:</b>	
<p><b>Faithfully yours,</b></p> <p><b>Yours sincerely,</b></p>	<p><b>Lots of love, kisses</b></p> <p><b>Take care</b></p>
<p>Прежде всего, нужно объяснить, почему вы пишете:</p> <p style="text-align: center;"><b>I am writing to request.../ inform.../ complain about / etc..</b></p> <p>Кроме этого, можно добавить:</p> <ul style="list-style-type: none"> <li>- кто вы: <b>I am writing on behalf of</b></li> <li>- ссылку на то, что вы видели, слы-</li> </ul>	<p>В неофициальном письме, перед тем как писать основной текст, вы можете спросить, как дела у того человека, которому вы пишете:</p> <p style="text-align: center;"><b>How are you doing?</b></p> <p style="text-align: center;"><b>How are things?</b></p>

шали: <i>I am writing in response to your advertisement in newspaper</i> - детали места, времени, событий: <i>...while I was attending your office</i>	
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**21. Подготовьте презентацию об одном из видов экономических преступлений, успешное пресечение которого зависит от вовремя проведенного финансового расследования в компании.**

**22. Прочитайте и переведите аннотацию к книге.**

#### **FORENSIC DISCIPLINES FOR OBJECTIVE GLOBAL STRATEGIC ANALYSIS**

##### **ABSTRACT:**

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 Lawrence P. Shao, Marshall University, Huntington, WI/, USA  
 Ralph E. McKinney, Jr., Aston University, Birmingham, United Kingdom

The purpose of this paper is to highlight and better classify the various forensic disciplines, and their relationships to one another, that may be used to analyze business court cases. Each methodology is available, but not necessarily needed for all business court cases. Determining which forensic methodology to apply to each case is the responsibility of the expert witnesses used by the law firms involved with the case. This paper discusses some important emerging forensic disciplines that the various functional academic disciplines should be familiar with in our changing dynamic global economy.

Forensic data, such as fingerprints, have existed since the appearance of prehistoric man. Forensic methodology use has been documented in China from around 700 A.O. Forensic evidence first appeared in Roman courts approximately 1000 A.O. The importance of global influences on multi-national corporations is now a commonly accepted fact. The use of forensic methodologies in business court cases have appeared relatively recently, in both national and international cases, e.g. forensic accounting was first used in China in the late 1990s. Most individuals are familiar with some forensic applications associated with routine criminal investigations. These traditional forensic tools, as well as, new emerging functional area fo-

rensic tools can be applied to the rapidly growing number of court cases involving businesses e.g., sports betting, increasing productivity, and safeguarding personnel and assets. This emerging application of forensics to business cases is an art as much as a science, even with expert analysis, there are no perfect data sets. All the expert can do is to use their knowledge and experience to attempt to present a logical and legal argument that supports their client's view of a situation. In some cases the forensic expert bases their opinion on respected concepts, that are acknowledged in academic communities as being sound and reliable. In other cases, expert opinions are based on respected concepts that are not the only acceptable tool that may be used to analyze the data. Other expert opinions might question views that have been accepted, but that new research may call in to question. Regardless of which concepts an expert bases their analyses and final opinions on, they are still opinions.

## **UNIT 4. FORENSIC ACCOUNTING**

### ***1. Прочитайте текст и ответьте на вопросы.***

1. What are forensic accountants' professional duties?
2. Where do they work?
3. What kind of tasks do they accomplish?

Forensic accountants analyze, interpret and summarize complex financial and business matters. They may be employed by insurance companies, banks, police forces, government agencies or public accounting firms. Forensic accountants compile financial evidence, develop computer applications to manage the information collected and communicate their findings in the form of reports or presentations.

Along with testifying in court, a forensic accountant may be asked to prepare visual aids to support trial evidence. For business investigations, forensic accounting entails the use of tracing funds, asset identification, asset recovery and due diligence reviews. Forensic accountants may seek out additional training in alternative dispute resolution (ADR) due to their high involvement in legal issues and familiarity with the judicial system.

### ***2. Переведите и запомните словосочетания из текста.***

To summarize complex financial matters, to be employed by insurance companies, to compile financial evidence, to manage the information, to communicate their findings in the form of reports, to testify in court, to support trial evidence, to entail the use of tracing funds, to entail due diligence reviews, to seek out additional training in ADR .

**3. Определите, какие понятия из предыдущего упражнения описываются ниже.**

1. A document containing information organized in a narrative, graphic, or tabular form, prepared on ad hoc, periodic, recurring, regular, or as required basis which is referred to specific periods, events, occurrences, or subjects, and may be communicated or presented in oral or written form.
2. All capital of the organization whether owned or loaned.
3. Testimony and presentation of documents, records, objects, and other such items relating to the existence or non-existence of alleged or disputed facts into which a court enquires.
4. An investigation or audit of a potential investment or product to confirm all facts, such as reviewing all financial records, plus anything else deemed material.
5. A collective term for the ways that parties can settle disputes, with (or without) the help of a third party.

**4. Работа в парах. Выпишите из упр. 1 термины юридического и экономического характера, описывающие профессиональную деятельность судебных экспертов. Составьте с партнером список учебных дисциплин, которые они должны изучить в университете, чтобы стать профессионалами своего дела. Обсудите, что вы уже прошли по этим предметам и что еще вам необходимо изучить.**

LEGAL TERMS	ECONOMIC TERMS

**5. Прочитайте текст.**

## FORENSIC ACCOUNTANTS

An accountant does the systematic recording, reporting, and analysis of financial transactions of a business. These activities are required to follow a set of rules and regulations approved by the government authority while accounting financial transactions of all legal entities.

Different types of accountants include auditors, forensic accountants, public accountants, tax professionals, financial advisors and consultants.

The word forensic means ‘suitable for use in a court of law’. Forensic accounting is a special area of practice in accountancy where accounting, auditing, and investigative skills are used to assist the court in legal matters.

As complexity in businesses is increasing, business related financial investigations is also in an increase. Forensic accountants are asked to assist in investigation of financial and business related issues.

Forensic accountants are also known as forensic auditors or investigative auditors. They investigate white-collar crimes including issues like securities fraud, embezzlement and bankruptcies. Often they will have to give expert evidence in an eventual trial. All of the larger accounting firms, as well as many medium-sized firms, have specialist forensic accounting departments.

Forensic accounting provides an accounting analysis that is suitable to courts. It will form the basis for discussion, debate and ultimately dispute resolution in courts. Forensic accountants combine their knowledge of accounting and finance with law and investigative techniques to determine whether an activity is illegal.

Forensic accounting encompasses both litigation support and investigative accounting. Litigation support provides accounting assistance in matters involving existing or pending litigation. It also deals with issues related to extend of economic damages. Example: calculating the economic loss due to a breach of contract. Investigative accounting is associated with investigations of criminal matters. Example: investigation of employee theft. Other examples include securities fraud (including falsification of financial statements), and insurance fraud. Investigation of an action is to determine if criminal acts such as securities fraud, identity theft, and insurance fraud have occurred. A forensic accountant may recommend actions that can minimize future risk of loss. Forensic accountants can also conduct investigation in civil matters. Example: search for hidden assets in divorce cases are mostly conducted by forensic accountants.

A forensic accountant’s duty is to assist the court by conducting investigation. A decision whether fraud has occurred or not is always made by the courts. Forensic accountants analyze, interpret, summarize and present complex business and financial issues in a simple manner that is properly understandable

and supported by evidence. They review the factual situations and provide suggestions for possible courses of action that can be taken. They also provide assistance with protection and recovery of assets by way of civil action or criminal prosecution. Forensic accountants assist to obtain necessary documents, and review them to support or refute a claim. They also assist with the examination in court, including formulation of questions to be asked regarding the financial evidence. They attend examination of witnesses at court and review the testimony of the witnesses. Opposite expert's damages report is also reviewed thoroughly by them. Forensic accountants also help in negotiations and settlement of disputes.

Forensic accountants can engage in private practice. They are also employed by insurance companies, banks, police forces, government agencies and other organizations.

**6. Соедините словосочетания из текста с их русскими эквивалентами.**

1. to account financial transactions	а. обман с целью получения страхового возмещения
2. to provide an accounting analysis	б. поддержать или опровергнуть исковое заявление
3. investigative techniques	с. производить учет финансовых операций
4. accountancy	д. юридические лица
5. securities fraud	е. финансовые доказательства
6. falsification of financial statements	ф. защита и восстановление активов
7. insurance fraud	г. проводить экспертизу бухгалтерской отчетности
8. legal entities	и. бухгалтерское дело
9. identity theft	и. гражданское или уголовное судопроизводство
10. to review the factual situations	к. методы расследования
11. protection and recovery of assets	л. мошенничество с ценными бумагами
12. civil action or criminal prosecution	л. кража персональных данных

tion	
13. to support or refute a claim	м. подделка финансовой отчетности
14. financial evidence	п. проверять фактическое положение дел

**7. *Согласитесь или опровергните утверждения.***

1. There are different types of accountants including auditors, forensic accountants, public accountants, tax professionals, financial advisors and consultants.
2. Forensic accounting is a special area of practice in accountancy which helps managers to keep books properly.
3. Forensic accountants are also known as forensic auditors or investigative auditors.
4. An accounting analysis may form the basis for discussion, debate and ultimately dispute resolution in courts.
5. To determine an illegal activity a forensic accountant should combine his knowledge of accounting and finance with law and investigative techniques.
6. Forensic accounting never deals with issues related to extend of economic damages.
7. Investigative accounting is associated with investigations of such criminal matters as search for hidden assets in divorce cases.
8. The decision whether fraud has occurred or not is always made by the investigative accountants.
- 9 Forensic accountants can help to protect and recover business assets by way of civil action or criminal prosecution.
10. Forensic accountants assist to obtain necessary documents, review the testimony of the witnesses, and to hold negotiations and settlement of disputes.

**8. *Выберите правильный вариант и дополните предложения в соответствии с текстом.***

1. The accounting of financial transactions can be done only on the basis of \_\_\_\_\_
  - a) legislation
  - b) some set of principles
  - c) set of rules and regulations.
  
2. Forensic accountants are also known as \_\_\_\_\_
  - a) forensic auditors or investigative auditors
  - b) forensic auditors or forensic economists



c) forensic scientists or investigators.

3. White-collar crimes including issues like \_\_\_\_\_

- a) employee theft, antitrust and plagiarism
- b) securities fraud, embezzlement and bankruptcies.
- c) insurance fraud, shoplifting and mortgage fraud.

4. Forensic accounting analysis suitable to courts will form the basis for \_\_\_\_\_

- a) litigation and disposition
- b) discussion, debate and ultimately dispute resolution in courts
- c) review of the testimony of the witnesses.

5. Forensic accountants can also conduct investigation in civil matters such as \_\_\_\_\_

- a) breach of contract, debt collection, health care fraud
- b) slander defamation, trespassing on land, money laundering
- c) public negligence, a car accident, hidden assets in divorce.

6. Forensic accountants can be employed by \_\_\_\_\_

- a) insurance companies, banks, police forces, government agencies and other organizations
- b) private businesses, partnerships and law firms
- c) corporations, accounting firms, and courts.

**9. Заполните пропуски 1-7 соответствующими словами из рамки a-g .**

a) the evidence of their crimes, b) insurance or banking, c) financial statements, d) criminal or civil disputes, e) investigations, f) a variety of computer programs, g) financial records

Forensic accountants are more than just number crunchers who happen to work on 1. \_\_\_\_\_, these accountants possess additional skills. They must conduct investigations, know how to use 2. \_\_\_\_\_ and communicate well. Some forensic accountants specialize in specific industries that are susceptible to fraud, such as 3. \_\_\_\_\_, and learn the business practices associated with those fields.

Because the reputations of individuals and companies are at stake, forensic accountants must be very discreet when conducting their 4. \_\_\_\_\_. They must be independent and impartial, taking into account both 5. \_\_\_\_\_ and the conduct of employees. Unlike other accountants, when forensic accountants conduct audits, they are actively looking for signs of fraud. In addition to examining 6. \_\_\_\_\_ they should determine whether these are accurate and complete, they may seek out internal databases and court records. Because people committing fraud have hidden 7. \_\_\_\_\_, forensic accountants must look beyond the numbers and anticipate criminal actions.

Regardless of whether their assignments are criminal or civil, these accountants follow the same forensic accounting basics when conducting their investigations.

***10. Восстановите логическую структуру текста, описывающего поэтапную работу эксперта при проведении судебно-бухгалтерской экспертизы.***

**A.**

How far will forensic accountants go to obtain information? It all depends on the nature of the case. In criminal cases, they usually work with law enforcement and the district attorney's office. Just as with other types of evidence, the prosecution must obtain search warrants and subpoenas to locate financial information and compel knowledgeable people to give interviews about the situation in question. If the case is civil, they're empowered by the client, who is usually a part of the company being investigated or holds agreements that permit accounting investigations.

**B.**

In addition to investigating, forensic accountants may provide litigation support. Attorneys engage the services of forensic accountants to review existing documentation and testimony and explain their financial significance. A forensic accountant can tell the attorney what additional information may be needed to prove the case and what questions to ask witnesses. The forensic accountant may also review damage reports and state whether the report was put together accurately and supports the case.

### C.

First, they meet with a government representative, attorney or other client to learn the specifics of the alleged fraud. Then, they begin their initial research and plan the logistics of the investigation. The next step is to search the records -- bank statements, credit statements, journals, ledgers, databases, e-mails and memos -- anything that will offer a bigger picture of the financial situation.

### D.

After gathering all of the information, a forensic accountant begins the analysis. He or she may trace the assets of the company, calculate the total loss and exactly how it occurred, and summarize various transactions. The final step (unless the accountant is also testifying in court) is to prepare a report detailing the plan of action and what the investigation uncovered. This may include graphs, charts, spreadsheets and other methods of explaining the case.

### E.

After gathering the records, forensic accountants often conduct interviews with the accused and other involved parties to get individual stories about the irregularities. Forensic accountants must possess observational skills to pick up subtle hints or suspicious clues that may eventually lead them to the perpetrator. Clues may include new cars, numerous vacations and starting additional businesses without other visible sources of capital.

***11. Объедините информацию из упражнений 9 и 10. Озаглавьте полученный текст. Выделите ключевые слова и напишите к нему аннотацию.***

***12. Ознакомьтесь с судебными делами. Работайте в парах. Переведите выделенные в тексте словосочетания на русский язык. Обсудите, какого рода махинации были обнаружены в ходе расследования, и какое наказание понесли виновники.***

### A.

In 1996, a city manager in California's Contra Costa County became suspicious when a local disposal service company asked for help keeping itself afloat. Orinda-Moraga Disposal Services wanted **to raise rates** on its customers and needed the Contra Costa Sanitation District's approval. However, the company had recently stated its desire **to lower rates**. The wary city manager hired forensic accountant Dan Ray to uncover the truth.

After examining Orinda-Moraga's records, Ray discovered that the company sent checks to nonexistent people at several companies that had fake addresses. The disposal company's owner **deposited the checks into an account**. He had created these companies to **illegally siphon money** from Orinda-Moraga, and **inflated its business costs** to justify the rate increase. Ultimately, Orinda-Moraga's owner and his partner were found guilty in civil and criminal suits.

## B.

In 1997, Sunbeam, a company that manufactures small appliances, followed a practice called **bill and hold**. This is when a company **records sale of its products** as profits for the current quarter, while waiting to deliver the product (typically they wouldn't be recorded as sales until they were actually shipped). Sunbeam sold huge amounts of its products to other companies **at a discount**, but **kept the items in warehouses**. On paper, the company appeared to have had high sales; however, Sunbeam's warehouses were full of unsold product. This practice was uncovered by a financial analyst at investment firm Paine Webber, who downgraded the value of Sunbeam's stock.

“Bill and hold” isn't illegal, but Sunbeam's shareholders felt deceived and filed lawsuits. Sunbeam's accounting firm, Arthur Andersen (later ruined by its involvement with Enron), performed an audit and reported that Sunbeam's books were accurate and in accordance with federal guidelines. However, the board was unsatisfied and hired Deloitte & Touche **to review** Arthur Andersen's **audit**. This follow-up uncovered proof that **the numbers had been manipulated**. The Securities and Exchange Commission investigated Sunbeam, and its CEO, Alfred Dunlap, was fired and forced to pay millions of dollars to settle investment lawsuits. He paid \$500,000 in fines and was banned from serving as an officer in a public company.

*13. Работа в парах или малых группах. Выберите одно из дел и обсудите его с партнером в форме диалога, используя речевые модели, данные ниже.*

<p>Не могли бы Вы сказать...?  О чем идет речь?  В чем дело?  Разреши(те) спросить/сказать?  Скажи (те), пожалуйста...  Что Вы об этом думаете?  Не спешите, пожалуйста.  Давай (те) (+глагол).  У меня есть идея.  У нас есть предложение...  Я думаю, что...</p>	<p>Could you tell me (us)...?  What is it all about?  What's the matter?  May I ask you/say?  Tell me, please...  What do you think about it?  Don't hurry, please.  Let us (+verb.).  I've got an idea.  We've got a suggestion...  I think that...</p>
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#### ***14. Переведите предложения на английский язык.***

1. Судебно-бухгалтерская экспертиза исследует записи бухгалтерского учета и является важным средством собирания доказательств по уголовным и гражданским делам.
2. Работа эксперта-бухгалтера состоит из двух частей: исследования документов и других материалов дела, представленных эксперту-бухгалтеру и составления заключения, которое является результатом исследования и передается следователю или суду.
3. В число объектов судебно-бухгалтерской экспертизы входят данные документов бухгалтерского учета, содержащиеся в журналах, книгах (гроссбухах); банковских ведомостях; кредитных отчетностях и др.
4. Судебно-бухгалтерская экспертиза - это отдельное исследование, проводимое квалифицированными специалистами, целью которого является выяснение реального положения дел в организации.
5. Методы судебно-бухгалтерской экспертизы в целом аналогичны методам производства документальной ревизии, аудита, носящим универсальный характер.

#### ***15. Выступите в качестве переводчика интервью, данного одним из известных экспертов в области судебно-экономических экспертиз.***

**Q. Добрый день, дорогие слушатели! Сегодня в нашей студии эксперт в области проведения судебных экспертиз господин Алан Андерсон. Г-н Андерсон, благодарим вас за то, что вы пришли к нам сегодня.**

**A. My pleasure. I'm very grateful for your invitation.**

**Q. Я уверен, что многие из слушателей программы «Правовое образование» с интересом услышали бы Ваш рассказ о профессиональной деятельности экспертов в области проведения судебных финансово-экономических экспертиз. Мы получили множество вопросов, с просьбой рассказать о роли бухгалтеров, принимающих участие в расследовании преступлений.**

**A. It is kind of weird when you think of private investigators in a crime scene all holding calculators instead of magnifiers and cameras. And it's even weird to see a bookkeeper trying to prepare quarterly financial statements with knives and elastic gloves! Well, the term is really not that troublesome. The term "forensic" means "relating to courts of justice or public disputes" or "suitable for use in a court of law". Forensic accounting involves the use of accounting expertise in court and litigation cases, fraud investigation, claims and dispute resolution, and other areas that involve legal matters. Unlike the popularly dramatic forensic setting that focuses on extraction of DNA and bullet trajectory calculation, forensic accounting deals with financial and corporate crimes such as fraud.**

**Q. Таким образом, мы можем заключить, что работа судебного эксперта чрезвычайно важна в процессе расследования преступлений. Не могли бы вы разъяснить, а как можно стать таким специалистом?**

**A. First, you need to have a desire to investigate. Naturally, you're also going to need a degree and background in accounting and finance. While you don't have to be a CPA for this role, having that expertise could set you apart from the competition when you're applying for jobs, especially if you also have a background in investigation.**

**Q. Расскажите, пожалуйста, о каком-нибудь деле, в котором Вы принимали участие.**

**A. In one case I was involved in, we did a complete surveillance of the premises after the CEO of a major company said he suspected there was a misappropriation of funds occurring. The surveillance cameras showed employees concealing tools, materials and other items. We could have stopped there, but in my experience, if there is one type of irregularity, there are usually others. I looked at the records**

thoroughly and found a number of other issues, including employees who were illegals as well as missing funds. As a result, we were able to uncover a plethora of issues occurring at the business and enable the company to prosecute those who are responsible for the missing items and funds.

**Q. Это очень похоже на обычную аудиторскую ревизию, не так ли?**

A. A forensic audit is an independent financial investigation that is designed to look for concrete evidence of fraud or mishandling of funds. Simple financial audits only evaluate whether an organization's financial statements fairly and transparently represent its financial standing. A forensic audit goes several steps further to trace the chain of funds and uncovers possible fraud. This is similar to the purpose of a forensic criminal investigation. Because of the depth of a forensic audit investigation, its findings are admissible in civil court as evidence.

**Q. Так чем же отличается аудиторская ревизия от судебно-бухгалтерской экспертизы?**

A. While the two may seem similar, a forensic accountant actually uses auditing as part of his or her process. Forensic accounting is an investigative methodology to follow the money or the proceeds, conducted under the premise that the results may be utilized in a court of law.

**Q. А как Вы готовитесь к выступлению в суде? Какими профессиональными навыками должен обладать эксперт?**

A. I have appeared as an expert witness in a bankruptcy case. It is essential to have all of the information needed, so I had to look specifically into all the details required, including all of the assets listed, accounts, financial records and other matters. It is also necessary to do a thorough investigation to ensure all parties are providing up-to-date and accurate data. In addition, I am aware of the need to communicate information precisely in the courtroom setting and how crucial it is to be clear under a substantial amount of pressure.

**Q. Наша передача подходит к концу. Благодарим Вас за очень интересный рассказ и желаем Вам дальнейших успехов в Вашей профессиональной деятельности.**

**16. Сделайте аннотационный перевод текста на английский язык.**

Судебная экономическая экспертиза носит процессуальный характер и проводится в рамках уголовного, гражданского, арбитражного дела. При этом ее субъект, то есть эксперт-экономист, специально назначенный органами суда или следствия, опирается на теоретическую базу, основу которой составляет комплекс экономических и юридических знаний, трансформиро-

ванный и интегрированный для нужд правосудия. Итоговый документ - заключение эксперта - является самостоятельным видом судебного доказательства.

В зависимости от направления исследования и решаемых вопросов экономические экспертизы принято подразделять на бухгалтерские и финансово-экономические. Надо отметить, что такое деление достаточно условно, поскольку изучаемые объекты, как правило, одни и те же и первая достаточно часто является информационной основой для производства второй. Кроме того, практика показывает, что во многих случаях в рамках проведения одного экспертного исследования решаются и бухгалтерские, и финансово-экономические вопросы. Искажения экономически значимой информации. Бухгалтерская экспертиза исследует правильность отражения в учете хозяйственных операций. Характерными для нее являются вопросы: в соответствии ли с правилами ведения бухгалтерского учета отражена та или иная хозяйственная операция; нашла ли отражение хозяйственная операция в бухгалтерской отчетности предприятия?

Возможности бухгалтерской экспертизы достаточно широки. В рамках ее производства могут выявляться факты (признаки) искажения учетных данных специфическими для бухгалтерского учета приемами, проводится диагностика обнаруженных искажений, определяется степень их влияния на показатели хозяйственной деятельности. Если на исследование представлены так называемые черновые записи, то устанавливается их тождество или различие с официальным бухгалтерским учетом. В ряде случаев может быть реконструирована (воссоздана) отсутствующая либо искаженная экономическая информация на основе более поздних или предыдущих записей, а также в силу существующих закономерных связей различных учетных и отчетных документов. Кроме того, в ходе экспертного исследования обращается внимание на нарушение хозяйствующим субъектом правил ведения бухгалтерского учета и отчетности, которые способствовали совершению злоупотреблений и завуалированию их последствий.

Таким образом, можно сделать вывод, что главной целью исследований, проводимых в рамках бухгалтерской экспертизы, становится установление наличия (отсутствия) фактов искажений экономически значимой информации на любой стадии процесса бухгалтерского учета, механизма их образования, места, времени, качественной и количественной характеристик, степени влияния на финансовые показатели деятельности хозяйствующего субъекта.

## **UNIT 5. FORENSIC AUDIT**

### ***1. Прочитайте текст и ответьте на вопросы.***



1. What is the objective of the forensic auditing?
2. What kind of mistakes can be found in the financial statements?
3. What is analyzed to find out the unlawful activity of the organization?
4. What makes a forensic auditor competent?

Forensic auditing is a recent addition to the auditing methods. Forensic auditing is done with the objective of finding out any instances of errors or mistakes in the financial statements and verifying if the mistakes were done intentionally or were a genuine error. Forensic auditing helps to find whether the organization is following any illegal course and duping its associates. They analyze the revenue resources, cash flow trends, true value of assets and liabilities and bank accounts. This analysis helps the auditors find out any suspicious or unlawful activity and thus unveil the organization's fraudulent activities. The qualities that make a forensic auditor competent are accounting knowledge along with numeric and analytical skills.

**2. Составьте словосочетания из текста и переведите их на русский язык.**

1. to do	a. fraudulent activities
2. to make	b. cash flow trends
3. to find out	c. mistakes
4. to verify	d. illegal course
5. to analyze	e. forensic auditing
6. to follow	f. competent
7. to unveil	g. unlawful activity

**3. Найдите в упр. 1 слова, определения которым даются ниже. Составьте с ними предложения.**

1. \_\_\_\_\_ the total amount of money received by the company for goods sold or services provided during a certain time period.
2. \_\_\_\_\_ a balance sheet.
3. \_\_\_\_\_ a report provided by a company for its shareholders and investors that shows details of its financial situation, and includes documents such as the profit and loss account and balance sheet

4. \_\_\_\_\_ on-site verification activity, such as inspection or examination, of a process or quality system, to ensure compliance to requirements.
5. \_\_\_\_\_ payments into or out of a business, project, or financial product.

#### ***4. Прочитайте и озаглавьте текст.***

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Forensic auditing is a specialization within the field of accounting, and forensic auditors often provide expert testimony during trial proceedings. Most large accounting firms have a forensic auditing department.

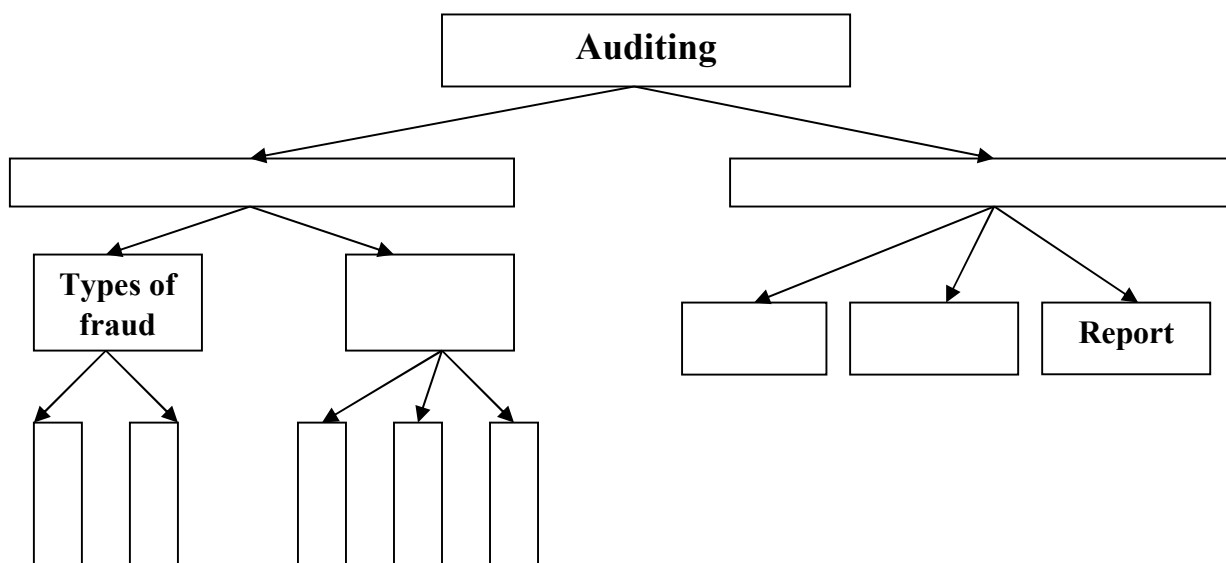
The audit covers a wide range of investigative activities performed by accountants. The process may also include serving as an expert witness in a fraud trial. A forensic audit could also cover situations that do not involve fraud or embezzlement, such as disputes related to a bankruptcy, business closures, and divorces.

The investigation process follows a similar path as a regular audit of financial statements. The steps can include planning, review and a report. If the investigation was undertaken to discover the presence of fraud, evidence is presented to uncover or disprove the fraud and determine the amount of the damages suffered. The findings are presented to the client — and possibly the court should the case go that far.

During the planning stage, the forensic auditing team establishes objectives, such as identifying if fraud has been committed, how long it has been going on, the parties involved, quantifying the financial loss and providing fraud prevention measures. While gathering evidence, the team collects evidence in the proper manner in order for it to be used in a court case. There are various techniques used to gather evidence. A report is produced for the client with the findings. Lastly, those involved in the forensic audit may be asked to present their findings to the court.

Forensic audits uncover several types of fraud. The most common involves theft, including cash, inventory and fraudulent payments. Another type of fraud is corruption, such as a conflict of interest, bribery and extortion. The last major category is financial statement fraud. This relates to misstatements of the financials of a company.

#### ***5. Заполните кластер информацией из текста.***



6. *Задайте специальные вопросы к каждому элементу кластера по модели.*

**Model:** How is auditing described in the text?

7. *Работа в парах. Обменяйтесь с партнером вопросами для уточнения информации в кластере, используя речевые модели, данные ниже.*

<p>А как это понимать?          Теперь понятно?          Что потом?          Да, а почему?          И что же дальше?          Ну, и...?          Объясни, пожалуйста.          Простите, не понял (а).          Что ты имеешь в виду?          Что Вы сказали?</p>	<p>And what does it mean?          Is it clear now?          And after that? /And then?          Yes, but why?          And what happened next?          Well, and..?          Please, explain it.          Sorry, I didn't quite catch it.          What do you mean?          What did you say?</p>
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8. *Соедините названия типов финансового мошенничества, данных в рамке, с их описанием.*

- |   |
|---|
| <p>1. Extortion   2. Financial statement fraud   3. Conflicts of interest</p> <p>4. Asset Misappropriation   5. Bribery</p> |
|---|

1. \_\_\_\_\_ – When fraudster uses his/her influence for personal gains detrimental to the company. For example, if a manager allows and approves inaccurate expenses of an employee with whom he has personal relations. Even though the manager is not directly financially benefitted from this approval, he is deemed likely to receive personal benefits after making such inappropriate approvals.
2. \_\_\_\_\_ – As the name suggests, offering money to get things done or influence a situation in one's favor is \_\_\_\_\_. For example, Telemith bribing an employee of Technosmith company to provide certain data to aid Telesmith in preparing a tender offer to Technosmith.
3. \_\_\_\_\_ – If Technosmith demands money in order to award a contract to Telemith, then that would amount to \_\_\_\_\_.
4. \_\_\_\_\_ - This is the most common and prevalent form of fraud. \_\_\_\_\_ of cash, raising fake invoices, payments made to non-existing suppliers or employees, misuse of assets, or theft of Inventory are a few examples of such asset \_\_\_\_\_.
5. \_\_\_\_\_ - Companies get into this type of fraud to try to show the company's financial performance as better than what it actually is. The goal of presenting fraudulent numbers may be to improve liquidity, ensure top management continue receiving bonuses, or to deal with pressure for market performance. Some examples of the form that \_\_\_\_\_ takes are the intentional forgery of accounting records, omitting transactions – either revenue or expenses, non-disclosure of relevant details from the financial statements, or not applying the requisite financial reporting standards.

**9. Напишите аннотацию к тексту на английском и русском языках.**

**10. Переведите предложения.**

1. Аудиторские проверки представляют собой сбор, анализ и оценку сведений, которые касаются финансового состояния компании.
2. В завершение процесса уполномоченное лицо дает соответствующее заключение. В нем содержатся сведения о правильности либо неправильности составления отчетности, а также о достоверности представленной информации.
3. Главная цель аудиторской проверки заключается в подтверждении достоверности бухгалтерской отчетности предприятия.
4. После проведенной проверки аудируемому лицу выдается отчет о проведенной проверке с выводами и рекомендациями специалистов по усовершенствованию учета и деятельности.

5. Аудитору предоставляется вся необходимая документация, в том числе бухгалтерские и налоговые отчеты, позволяющие получить полное представление обо всех направлениях финансово-хозяйственной деятельности аудируемого объекта.
6. На начальном этапе планирования проведения аудита аудиторы определяют основные цели и задачи, подбирают объекты, подлежащие исследованию, и самые эффективные аналитические методы.

***11. Прочитайте текст. Работайте в парах. В каждом абзаце определите предложение, содержащее основную мысль. Переведите текст.***

## **FORENSIC ACCOUNTING ANALYSIS VS. AUDIT**

The field of accounting operates with many specializations, and auditing and forensic accounting are two of the most common. Although forensic accounting analysis and auditing seem like similar specialties, significant differences exist within the two job functions. Forensic accountants search specifically for fraudulent activity within organizations; auditors verify that companies are compliant with federal regulations and organizational policies. Companies in need of accounting assistance should understand the difference between these two specialties.

### ***Forensic Accounting Job Duties***

Fraud and other white-collar crimes cost companies billions of the dollars a year. In an effort to uncover and prevent fraudulent activity and theft, companies employ forensic accountants. Forensic accounting analysis consists of analyzing financial documents to search for illegal activity within an organization, specifically white-collar crime. Forensic analysis is comprised of litigation support, investigation and dispute resolution. Some of the criminal activities that forensic accountants look for include fraud, money laundering and embezzlement. If a person within an organization is convicted of a crime, the forensic accountant responsible for finding the illegal activity may need to testify in court.

### ***Auditing Job Duties***

Auditing is divided into two primary specializations - public auditing and internal auditing. Public auditors work for accounting companies that are hired to audit the financial records of public and private companies. The Securities and Exchange Commission (SEC) requires all public companies undergo an audit from a CPA designated accounting firm or individual. Public auditors file reports with the SEC regarding the results of the audit. Internal auditors work for private and public companies and are responsible for analyzing the organization's internal controls to

prevent fraud. External and internal auditors may analyze a company's products, services, operations and processes. Auditors do not analyze every financial record of a company but rather a sample size.

**12. Найдите в тексте английские эквиваленты данным ниже русским словосочетаниям.**

Судебно-бухгалтерская экспертиза, аудиторская проверка, мошенническая деятельность, соответствовать законодательству, беловоротничковая преступность, хищения, внешний и внутренний аудит, финансовая документация, комиссия по ценным бумагам и биржам, дипломированный бухгалтер, предоставлять на рассмотрение отчет (заключение).

**13. Согласитесь или опровергните утверждения.**

1. Accounting operates with many specializations including auditing and forensic accounting.
2. Forensic accounting analysis and auditing are similar.
3. Auditors search specifically for fraudulent activity within organizations.
4. To uncover and prevent fraudulent activity and theft, companies employ forensic accountants.
5. Forensic analysis is comprised of litigation support, investigation and dispute resolution.
6. If a person within an organization is convicted of a crime, the forensic accountant is responsible for finding the illegal activity and filing a report.
7. Public auditors are called SPA.
8. Public auditors are hired to audit the financial records of public and private companies.
9. Internal auditors work only for private companies.
10. Auditors do not analyze every financial record of a company.

**14. Заполните таблицу информацией из текста о том, что общее лежит в основе судебно-бухгалтерской и аудиторской проверки, и чем они отличаются друг от друга.**

Common features	Differences

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**15. Прочитайте и переведите текст.**

**PROCEDURE FOR A FORENSIC AUDIT INVESTIGATION**

A forensic auditor is required to have special training in forensic audit techniques and in the legalities of accounting issues.

A forensic audit has additional steps that need to be performed in addition to regular audit procedures.

1. Plan the investigation – When the client hires a Forensic auditor, the auditor is required to understand what the focus of the audit is. For example, the client might be suspicious about possible fraud in terms of quality of raw material supplied. The forensic auditor will plan their investigation to achieve objectives such as:

- Identify what fraud, if any, is being carried out
- Determine the time period during which the fraud has occurred
- Discover how the fraud was concealed
- Identify the perpetrators of the fraud
- Quantify the loss suffered due to the fraud
- Gather relevant evidence that is admissible in the court
- Suggest measures that can prevent such frauds in the company in future

2. Collecting Evidence – By the conclusion of the audit, the forensic auditor is required to understand the possible type of fraud that has been carried out and how it has been committed. The evidence collected should be adequate enough to prove the identity of the fraudster(s) in court, reveal the details of the fraud scheme, and document the amount of financial loss suffered and the parties affected by the fraud.

A logical flow of evidence will help the court in understanding the fraud and the evidence presented. Forensic auditors are required to take precautions to ensure that documents and other evidence collected are not damaged or altered by anyone.

Common techniques used for collecting evidence in a forensic audit include the following:

- Substantive techniques – For example, doing a reconciliation, review of documents, etc
- Analytical procedures – Used to compare trends over a certain time period or to get comparative data from different segments
- Computer-assisted audit techniques – Computer software programs that can be used to identify fraud

- Understanding internal controls and testing them so as to understand the loopholes which allowed the fraud to be perpetrated.
- Interviewing the suspect(s)

3. Reporting – A report is required so that it can be presented to a client about the fraud. The report should include the findings of the investigation, a summary of evidence, an explanation of how the fraud was perpetrated, and suggestions on how internal controls can be improved to prevent such frauds in future. The report needs to be presented to a client so that they can proceed to file a legal case if they so desire.

4. Court Proceedings – The forensic auditor needs to be present during court proceedings to explain the evidence collected and how the suspect was identified. They should simplify the complex accounting issues and explain in layman’s language so that people who have no understanding of the accounting terms can still understand the fraud that was carried out.

To summarize, a forensic audit is a detailed engagement which requires the expertise of not only accounting and auditing procedures but also expert knowledge regarding the legal framework. A forensic auditor is required to have an understanding of various frauds that can be carried out and of how evidence needs to be collected.

**16. Дополните предложения в соответствие с текстом.**

1. A forensic auditor is required \_\_\_\_\_.
2. A forensic audit has \_\_\_\_\_.
3. The plan of investigation comprises \_\_\_\_\_.
4. The forensic auditor is required to understand \_\_\_\_\_.
5. A logical flow of evidence will help \_\_\_\_\_.
6. Common techniques include \_\_\_\_\_.
7. The report should include \_\_\_\_\_.
8. During court proceeding a forensic auditor should simplify \_\_\_\_\_.
9. A forensic audit is \_\_\_\_\_.

**17. Составьте памятку (Мето) для молодого специалиста, как он должен выполнять свои профессиональные обязанности судебного эксперта,**



*опираясь на алгоритм действий, приведенный в таблице. Дополните таблицу информацией из текста.*

<b>Steps</b>	<b>Detailed Procedures</b>
1.	Meet with the client and clarify the scope of the task
2.	Perform a conflict check and identify main actors
3.	Perform an initial investigation to classify the apparent risk level of the environment
4.	Develop an action plan. Choose the approach and team
5.	Gather the relevant evidence by locating documents, information and/or assets
6.	Perform the end of finding analysis and measure damages inflicted on the business
7.	Prepare the report

*18. Работа в парах. Ознакомьтесь с типовой формой оформления заключения эксперта. Задайте друг другу вопросы относительно структуры и содержания документа.*

### **SAMPLE FRAUD EXAMINATION REPORT**

**TO:** [NAME] **HAL B. MARLOW**  
**[TITLE] CHIEF EXECUTIVE OFFICER**  
**FROM:** [NAME] **LOREN D. BRIDGES**  
**[TITLE] CERTIFIED FRAUD EXAMINER**  
**RE:** [SUBJECT LINE] **EXAMINATION OF POTENTIAL ASSET MISAPPROPRIATION**  
**DATE:** [REPORT DATE] **MAY 23, 2009**

---

#### **I. Background**

[The background section should generally be about two paragraphs. It should state very succinctly why the fraud examination was conducted (e.g., an anonymous tip was received, an anomaly was discovered during an audit, money or property was missing).

You may also state who called for the examination and who assembled the examination team.]

*On January 28, 2009, the fraud examination unit at Bailey Books received an anonymous telephone call on its fraud hotline from an unidentified man who claimed that he was a former supplier to Bailey. The caller alleged certain improprieties in the bidding and procurement process. Based upon this initial predication, a fraud examination was conducted, which included reviews of relevant records and interviews of appropriate personnel.*

## **II. Executive Summary**

[For a simple fraud examination, the executive summary should be no more than four or five paragraphs. For a more complex case, the summary may reach a page in length.

In this section, you should also summarize what actions you performed during the fraud examination, such as reviewing documents, interviewing witnesses, conducting analyses or tests, etc. It provides the reader with an overview of what you did during the examination process.

At the end of this section, you should summarize the outcome of the examination. For example, “\$50,000 in checks was deposited into an account owned by Bob Wilson. When confronted with this information, Wilson stated that he had only borrowed the money and meant to pay it back.”]

## **III. Scope**

[This section should consist of just one paragraph explaining what the scope of the fraud examination was. For example, “Determine whether or not inventory was misappropriated from the warehouse,” or “Determine why money is missing from the bank account.”]

## **IV. Approach**

[This section gives a brief description of the following items:

- Fraud examination team members
- Procedures (generally what documents were reviewed or what tests were conducted)
- Individuals interviewed

It provides a handy reference as to who was involved in the fraud examination, what the team reviewed, what tests or analyses were conducted, and what individuals the team interviewed.]

## **V. Findings**

[This section contains the details of the fraud examination. It will generally consist of several pages.

In this section you should describe what tasks you performed and what you found. Provide enough detail so that the reader understands what occurred, but not so much detail that the reader begins to lose interest or becomes bogged down in the details. The reader wants to know how many invoices were forged, who was involved, how did they do it, what proof do you have, etc.

If the findings section is long, you may wish to use subheadings for particular topics or individuals to make it easier for the reader to stay organized.

The information can be presented either chronologically or by topic — whatever makes it easier for the reader to follow.]

## **VI. Summary**

[This section should be one or two paragraphs and should succinctly summarize the results of the fraud examination. It should be similar to the outcome stated at the end of the Executive Summary section.]

## **VII. Impact to Bailey Books**

[This section should be one or two paragraphs and should succinctly summarize the results of the fraud examination. It should be similar to the outcome stated at the end of the Executive Summary section.]

## **VIII. Recommendations**

[This section is optional. There may be instances where you wish to discuss remedial measures or specific recommendations in a separate document. If you do wish to include this section, you should state what follow-up action is necessary or recommended, including remedial measures such as a review of internal controls, introduction of a hotline, increased security, etc.]

## **End of Report**

*19. Прочитайте два резюме. Составьте два рекламных объявления о вакансиях, на которые могли бы претендовать авторы резюме. Приведенный ниже план действий поможет вам выполнить задание.*

1. Put in the position which is the objective for each of the applicants.
2. Underline information in each resume concerning
  - a) the required education
  - b) the required experience and skills.

3. Write down according to the model or find in Internet suitable job advertisements for each of the CVs.

**Model:**

<b>ADVERTISEMENT</b>
<b>Job Description</b>
Our client is a highly reputed school which is built over a 30 acre campus in Kolkata having a highly qualitative staff.
<b>Position:</b> _____
<b>Responsibilities:</b> _____
<b>Requirements</b> _____
<b>Qualification:</b> _____
<b>Experience:</b> _____
<b>Skills:</b> _____

**A**

**Peter. K. Anderson**

1067 Rogers Street  
Fort Lauderdale, FL 20120  
Email: peter@example.com  
Ph: 888-010-0100

**Career Objective:**

To join an esteemed organization as a \_\_\_\_\_ and put to practice my best talents and qualifications for its betterment and constant advancement in the industry.

**Skills:**

- Proficient in English and Spanish languages
- Excellent analytical skills
- Good knowledge of accounting tools
- Good at using computer systems and related software used in the accounting field
- Excellent team player
- Ability to adapt in diverse situations
- Sound knowledge of Institute of Internal Auditors (IIA) Professional Practices Framework, GAAS, and other professional auditing and accounting principles
- Experience in exploring wider issues and factors, such as the organization's impact on environment, development, reputation, etc.

**Professional Experience:****Company:** Icedexon Incorporations**Designation:** Internal Auditor**Duration:** February 2013 - Till Date**Responsibilities:**

- Plan and organize internal audit functions and prepare efficient auditing strategies
- Perform the job of carrying out the assessment of monthly, quarterly and yearly budgets
- Coordinate with external auditors to ensure that the operations are being executed in the ordained manner
- Conduct reviews on the requests of trustees, audit committee, chief executive, or finance director
- Maintain internal control in the organization
- Analyze and review the accuracy, timeliness and relevance of the financial information provided to the management

**Company:** Plextechnology Incorporations**Designation:** Assistant Internal Auditor**Duration:** November 2011 - January 2013**Responsibilities:**

- Report to the auditor on the policies, programs and activities of several departments
- Prepare internal audit reports
- Assist the auditors in monthly, quarterly and yearly audits
- Perform field work when needed
- Maintain effective communication with the management and staff
- Prepare audit reports in two official languages
- Maintain proper documentation and reports of the audits
- Maintain the official files related to auditing
- Coordinate with external auditors at the time of audit

**Qualifications:**

- 2011: Certified Internal Auditor (CIA), Institute of Internal Auditors (IIA), FL
- 2009: Master in Finance, University of New Jersey, NJ
- 2007: Bachelor in Commerce, University of New Jersey, NJ
- 2004: High School Diploma, Don Bosco High School, NJ

**References:**

Harry E. Lumsden

Senior Internal Auditor

## B.

### **Lisa Dawson**

Address: 19, Robinson Street, Charlotte, NC 45512 Telephone Number: 644 - 020

– XXXX

Email Id: lisadawson@example.com

#### **Career Objective:**

To acquire the position of a \_\_\_\_\_ and ensure the organization function in consistency with lawful regulations and procedures.

#### **Key Skills:**

- Thorough knowledge in Finance, Taxation and Accounting fields
- Proficient with accounting practices, standards and formats
- Ability to conduct analysis and draw out conclusions
- Highly efficient at communicating with internal and external associates
- Capability to lead, coach and guide team members

#### **Work Experience:**

**Designation: Forensic Auditor Organization: Department of Taxes, Charlotte**

Duration: January 2013 - Present

Responsibilities:

- Support the tax department in performing forensic auditing of several organizations
- Confirm if the organization's documents present a true picture of the organization's finances
- Report any transactions that displays illegal, fraudulent activities
- Make certain the statements display true, complete, reliable and legal information
- Verify the assets and liabilities statement, cash flow trends and total income reports

**Designation: Deputy Forensic Auditor Organization: ABC Manufacturers**

**Inc, Charlotte Duration:** August 2011 - December 2012

Responsibilities:

- Study the financial documents and check accuracy and completeness within the contents
- Find out any miscalculations, omissions or over estimation from the accounting statements
- Perform cash flow analysis and find out any instance of doubtful movement of cash
- Read organization's data to compute any instances of data manipulation
- Study the accounting statements and verify the amount of profits, assets and liabilities

- Prepare audit reports based on the financial analysis

**Associations:**

Member of Association of Accountants and Auditors of North Carolina since 2012

**Educational Qualifications:**

*Bachelor's Degree in Accounting and Finance* Charlotte University 2010

*Diploma in Forensic Accounting*, Charlotte University 2012

**References:**

Available upon request.

**20. Ролевая игра. Устройство на работу.** Группа делится на две подгруппы. Первая подгруппа выбирает председателя комиссии, готовит объявление об открытии вакансии специалиста в области экономических экспертиз и вопросы для проведения интервью с претендентами на должность. Каждый студент из второй подгруппы готовит свои резюме на эту должность и небольшое выступление, почему он претендует на данную вакансию и как он представляет данную профессиональную деятельность. После проведения собеседования на конкурсной основе, первая подгруппа выбирает победителя, и председатель аргументировано объясняет выбор.

## UNIT 6. TEST YOURSELF

**1. Прочитайте текст. Вставьте в пропуски 1-7 выпущенные из текста фразы a-g.**

### TYPICAL APPROACH TO A FORENSIC ACCOUNTING ASSIGNMENT

The task of each forensic accounting is unique and different from each other according to nature and status. Accordingly, the actual approach adopted and the procedures performed will be specific to it. However, many Forensic Accounting assignments will include the following steps in general:

**Meet with the client:** The first step in this typical approach to go through an assignment is to meet with the relevant objects. It is helpful to meet with the client to 1. \_\_\_\_\_, players and issues at hand.

**Perform a conflict check:** Now in this step the concerned forensic accountant critically

2. \_\_\_\_\_. Then a conflict check should be carried out as soon as the relevant parties are established.

**Perform an initial investigation:** It is often useful to 3. \_\_\_\_\_ to the development of a detailed plan of action. This will allow subsequent planning to be based upon a more complete understanding of the issues.

**Develop an action plan:** This plan will take into account the knowledge gained by meeting with the client and carrying out the initial investigation and will 4. \_\_\_\_\_ to be achieved and the methodology to be utilized to accomplish them.

**Obtain the relevant evidence:** Depending on the nature of the case this may 5. \_\_\_\_\_, a person or company, another expert or proof of the occurrence of an event.

**Perform the analysis:** The actual analysis performed will 6. \_\_\_\_\_ and may involve:

- ✓ Calculating economic damages;
- ✓ Summarizing a large number of transactions;
- ✓ Performing a tracing of assets;
- ✓ Performing present value calculations utilizing appropriate discount rates;
- ✓ Performing a regression or sensitivity analysis;
- ✓ Utilizing a computerized application such as a spread sheet, data base or computer model; and
- ✓ Utilizing charts and graphics to explain the analysis.

**Prepare the report:** Often a report will be prepared which may include sections on the nature of the assignment, scope of the investigation, approach utilized, limitations of scope and findings and/or opinions. The report will 7. \_\_\_\_\_ necessary to properly support and explain the findings.

- a) involve locating documents, economic information, assets
- b) carry out a preliminary investigation
- c) obtain an understanding of the important facts
- d) set out the objectives



- e) include schedules and graphics
- f) observe the whole matters
- g) be dependent upon the nature of the assignment

**2. Соотнесите слово с его определением. Составьте с каждым из слов свое предложение.**

1. damages	a. a resource that has some economic value to a company and can be used in a current or future period to generate revenues
2. transactions	b. the reduction in the price of some commodity or service
3. assets	c. a structured collection of records that is stored in a computer system
4. discount rates	d. money that a person or organization pays to someone because they have harmed them
5. data base	e. facts and figures collected by an auditor to satisfy the objectives of the audit
6. findings	f. any exchange of economic consideration that can be reasonably measured and affects the firm's financial position

**3. Прочитайте текст и напишите аннотацию с ключевыми словами текста.**

### **HELPING FINANCE LEADERS**

Finance leaders such as the CFO (chief financial officer) or controller have complex roles. At the risk of oversimplification, their function can be broken down into material participation in routine transactions, such as internal control effectiveness, and in nonroutine transactions, such as mergers and acquisitions, as well as subprocesses (e.g., continuous internal audit programs), special projects, and conducting or updating background checks.

Companies generally design and implement these processes and procedures with some degree of success—at the very least, no actual notice of a material

weakness or other significant dysfunction is received. That lack of notice, however, may lead some finance leaders to conclude that the existing procedures are adequate, and then they defer to the business judgment of directors and executive officers without rechecking anything or challenging the conclusion that nothing is wrong. Yet this presumption that all is working well because no complaint has surfaced is faulty. All may not be what it seems, and things can still fall apart.

Forensic accountants can be an effective, robust, and impartial counterweight to faulty presumptions. Because forensic accountants challenge operative estimates and assumptions, CFOs and controllers can use them to gain a kind of counterintelligence, reevaluating long-standing, established routines. Regularly using forensic accountants also is an economical way to prevent or detect rogue or collusive employee conduct causing hidden fraud. Foiling or finding those crimes requires a periodic fresh examination of conditions and developing new criteria to assess employee conduct risk. In some cases, CFOs and controllers may also have to think about providing court evidence covering noncompliance details, specifying “who, what, when, where, why, and how” information. Forensic accountants have the expertise to do that.

Forensic accountants can enhance a corporation’s internal audit function and its special projects. They also can improve an organization’s gatekeeping function, providing greater assurance of high-quality review and approval procedures that are superior to unenhanced programs. And their experience with corruption and fraud can be invaluable to a company developing and maintaining integrity programs.

Because the forensic accountants’ report must be suitable for a court of law, it is subject to adversarial cross-examination about its premises, conclusion, and methodology. In court proceedings, the report is exposed to the risks of publicity, transparency, and ethics. For example, the open hearing in court against an adversarial party can generate publicity. Because the report must meet an accepted standard for providing sufficient evidence, company details are more transparent. In addition, the court’s demand for impartiality makes stringent adherence to professional ethics essential. Therefore, these conditions must guide all aspects of forensic accountants’ inquiry procedures—including their nature, timing, extent, documentation, and communication. The result is more credible, higher-quality reporting.

That doesn’t mean that forensic accounting inquiries always result in transparent public reporting and the airing of dirty laundry. In cases where the forensic accountants are brought in for issues not involving litigation, companies can assure privacy, secrecy, and confidentiality by working with in-house and outside legal counsel to use nondisclosure agreements.

#### **4. Переведите предложения.**

1. Economic events are unique to the actors and environmental factors and therefore appropriate methodologies and forensic tools must be engaged to facilitate investigations.
2. Forensic methodologies have been used to reveal criminal activities after they have occurred, these same methods may be able to provide investment firms with knowledge regarding possible criminal activities before they occur and, more importantly, before the individual or firm invests in the questionable organization.
3. It is also becoming apparent that, although forensics applications appear to benefit large businesses, small businesses can enhance productivity and safeguard employees and assets.
4. Another factor affecting the analyses and final opinion of the expert is if they are being paid for their opinion.

## **GLOSSARY**

### **1. Account** - отчет, счет

cash account - *счёт денежных средств в кассе*

to pay into an account - *вносить деньги на счёт*

to account for (to) smth (smb) – *отчитываться в чем-либо, перед кем-либо*

on account of smth – *по причине*

**Accounting** - анализ хозяйственной деятельности, бухгалтерский учет, бухгалтерское дело, ведение бухгалтерских книг, расчет, калькуляция

forensic accounting – *судебно-бухгалтерская экспертиза (анализ представленных на судебном разбирательстве документов бухгалтерского учета и отчетности, для проведения которого приглашаются профессиональные бухгалтеры)*

forensic accounting examination — *проведение судебно-бухгалтерской экспертизы*

forensic accounting services — *услуги по проведению судебно-бухгалтерской экспертизы*

accounting irregularities – *некорректные данные в финансовой отчетности*

business accounting – *бухгалтерский учет*

## **Accountant** - бухгалтер

Public accountant (PA) - *профессиональный бухгалтер, предлагающий услуги по ведению учета, составлению отчетности и аудиту различным организациям или физическим лицам по договору за определенное вознаграждение; действует от собственного лица или является сотрудником специальных аудиторских фирм;*

Certified public accountant (CPA) - *амер. дипломированный общественный [независимый] бухгалтер (лицо, сдавшее специальные квалификационные экзамены Института дипломированных общественных бухгалтеров, отработавшее определенное количество лет по специальности, достигшее определенного возраста и удовлетворяющее другим требованиям регулирующих и лицензирующих органов; получает лицензию на составление аудиторского заключения о достоверности финансовой отчетности компаний)*

chartered accountant – *дипломированный бухгалтер*

## **2. Asset** - достояние, имущество

**Assets** – **активы (баланса), фонды, авуары**

assets account – *счет капитала*

assets and liabilities – *активы и пассивы (балансовая ведомость)*

asset recovery – *возвращение активов*

assets evaluation – *анализ (оценка) активов*

corporate assets – *корпоративное имущество, активы компании*

## **3. Audit** – аудит, проверка, ревизия

to audit – *проверить отчетность, проводить ревизию*

audit of financial records — *проверка финансовой отчетности*

forensic audit - *судебно-бухгалтерская экспертиза (процессуальное действие, в ходе которого эксперт-бухгалтер по заданию следователя или судьи изучает первичные бухгалтерские документы для установления фактов, связанных с рассматриваемым делом)*

## **4. Auditing** - аудит, ревизия, контрольная проверка

external auditing – *внешний аудит*

financial auditing – *финансовая проверка*

forensic auditing – *проведение судебно-бухгалтерской экспертизы*

internal auditing – *внутренняя проверка*

public auditing – *государственный аудит*

regular auditing – *регулярно проводимые ревизии*

auditing costs - *затраты на проведение ревизии*

auditing service - *аудиторская служба*

auditing records - *отчеты финансовых ревизий*  
auditing tools - *инструментальные средства анализа*  
bank auditing - *проверка отчетности банка*  
computer assisted auditing technique - *компьютеризированные методики проведения аудиторской проверки*  
control and auditing department - *контрольно-ревизионный отдел*  
database auditing - *ревизия базы данных*  
industrial auditing - *проверка экономической деятельности предприятия*

## 5. Compliance – согласие, соответствие, уступчивость

compliance with the requirements — *соответствие требованиям*  
in compliance with — *во исполнение чего-л., в соответствии с чем-л.*  
specification compliance — *соответствие техническим условиям*  
compliance testing — *испытания на соответствие стандартам*  
**to comply (with) - 1. исполнять, подчиняться 2. уступать, соглашаться**  
to comply with smb.'s request, wish - *исполнить чью-л. просьбу [чьё-л. желание]*  
to comply with users' demand - *удовлетворять запросы потребителей*  
to comply with the rules - *подчиняться правилам, действовать согласно правилам*  
to comply with an order - *повиноваться приказу*  
to comply with requirements - *соответствовать требованиям*

### 2. уступать, соглашаться на

to comply threats, commands, entreaties - *уступать угрозам, приказам, мольбам*

## 6. Damage - урон, повреждение, ущерб, вред, порча, убыток, повредить, повреждать, наносить ущерб

to the damage of smth. - *во вред /в ущерб/ чему-л.*  
severe [slight] damage - *серьёзный [небольшой /незначительный/] ущерб*  
physical damage - *механическое повреждение*  
**Damages pl.** *юр. убытки; компенсация за убытки, возмещение убытков*  
pecuniary damages – *денежное возмещение ущерба*  
action for /of/ damages - *иск о возмещении убытков*  
to claim damages - *требовать возмещения убытков*  
to repair /to pay/ the damages - *возмещать убытки*  
to sue for a thousand dollars in damages - *требовать через суд тысячу долларов в порядке компенсации за убытки*  
to recover damages - *получать компенсацию за убытки*  
to be awarded damages - *получить право на возмещение убытков*  
to damage - *повреждать, портить; причинять ущерб, убыток*

**7. Diligence** - усердие, старание, прилежание, старательность, прилежание, усердие, старание, старательность

reasonable diligence - *разумная мера заботливости*

duty of diligence - *обязанность проявлять старательность*

common diligence - *обычная мера заботливости*

**Due diligence** (юр.) - комплексное обследование «дью дилидженс», должная достоверность) — процедура составления объективного представления об объекте инвестирования, включающая в себя оценку инвестиционных рисков, независимую оценку объекта инвестирования, всестороннее исследование деятельности компании, комплексную проверку её финансового состояния и положения на рынке. Проводится обычно перед началом покупки бизнеса, осуществлением сделки по слиянию (присоединению), подписанием контракта или сотрудничеством с этой компанией.

to exercise due diligence – *проводить комплексное обследование «дью дилидженс»*

detailed due diligence - *детальное предварительное обследование; полная экспертиза*

due diligence check list - *перечень позиций, учитываемых при предварительном обследовании*

due diligence investigation - *предварительное обследование с должной достоверностью*

**8. Encroachment** - посягательство

criminal encroachment - *юр. преступное посягательство*

encroachment on /upon/ smb.'s rights - *посягательство на чьи-л. права*

to make an encroachment - *посягать*

**9. Evaluation** - оценка, определение качества, определение количества; анализ (данных, обстановки); оценка, определение цены, стоимости

campaign evaluation - *оценка результатов эффективности кампании*

to make an evaluation - *оценивать*

critical evaluation - *критическая оценка*

fair / objective evaluation - *объективная оценка*

evaluation policies and procedures - *основные принципы и порядок проведения аттестации*

project evaluation - *оценка выполнения проекта*

cost-effectiveness evaluation - *оценка эффективности затрат*

bid evaluation - *оценка предложений*

to evaluate – *оценивать, определять количество, качество*

**10. Examination** - осмотр, освидетельствование; обследование

custom-house examination - таможенный досмотр  
post-mortem examination - мед. вскрытие трупа, аутопсия  
immigration examination - паспортный контроль (при въезде иммигрантов в страну)  
examination record book - тех. журнал осмотра (оборудования и т. п.)  
thorough examination - а) всестороннее исследование; б) тщательное изучение (материала)  
an examination into the authorship of the book - рассмотрение вопроса об авторстве данной книги

#### **-ЭКЗАМЕН**

written [oral] examination - письменный [устный] экзамен  
an examination in English [in mathematics] - экзамен по английскому языку [по математике]  
competitive examination - конкурсный экзамен  
admitted by /upon/ competitive examination - принятый по конкурсу  
**-проверка, поверка; рассмотрение; экспертиза (тж. expert examination):**  
field examination - спец. полевая поверка, поверка на местности:  
on /upon/ examination - при проверке; по рассмотрении  
on closer examination it proved that ... - при ближайшем рассмотрении оказалось, что ...  
examination of a claim - рассмотрение претензии  
examination of accounts - проверка отчётности, проверка счетов  
to subject a theory to a critical examination - подвергнуть теорию весьма тщательной проверке  
-юр. Следствие, допрос свидетеля или подсудимого  
direct examination - первоначальный допрос свидетеля выставившей стороной  
to undergo /to be under/ examination - подвергаться допросу  
to take the examination of smb. - допрашивать кого-л. и протоколировать ответы  
careful examination of the question - тщательное рассмотрение вопроса  
to do / make an examination - проводить осмотр  
careful / close / complete / in-depth / thorough examination - всестороннее исследование, тщательное изучение  
to sit / take / have an examination - сдавать экзамен  
close examination - тщательное рассмотрение

**11. Fraud** - мошенничество, обман, мошенник, подделка, афера, жульничество, обманщик

fraud in fact - умышленный /преднамеренный, прямой/ обман  
to get money by fraud - получить деньги обманным путём  
to commit / perpetrate a fraud - мошенничать  
to discover/expose/ uncover/ unveil a fraud - разоблачить мошенничество

garden variety vendor fraud – заурядное мошенничество со стороны поставщиков

insurance fraud - страховое мошенничество (*мошенничество в сфере страхования; включает как мошеннические действия со стороны страхователя, напр., инсценировка страхового случая или намеренное искажение информации при указании величины ущерба, так и со стороны страховых компаний и их служащих, напр., присвоение служащими причитающихся компании страховых премий, продажа поддельных страховых полисов, намеренное искажение или умалчивание информации при разъяснении характеристик полиса потенциальному страхователю и др.*)

securities fraud – мошенничество с ценными бумагами

tax fraud - налоговое мошенничество (*сознательный обман налоговых органов с целью уменьшения налоговых обязательств, напр., подделка документов о стоимости приобретенной или реализованной продукции, ведение двойной бухгалтерии с целью сокрытия части доходов и т. п.; является уголовно преследуемым*)

**fraudulent** – мошеннический, обманный

fraudulent activities – мошенническая деятельность

fraudulent alteration - *подделка или подчистка документа*

there is something fraudulent about it - *там что-то нечисто*

fraudulent bankruptcy - *юр. злостное банкротство*

fraudulent gains - *нечестно нажитое; нетрудовые доходы*

fraudulent payments – мошенничество, связанное с платежами

**Fraudster** - мошенник

**12. Insider** - *свой человек, член общества, не посторонний человек, член организации.; «инсайдер» - лицо, имеющее в силу служебного положения конфиденциальную информацию*

hostile insider - *враждебно настроенный сотрудник*

malicious insider - *внутренний злоумышленник*

insider dealing - *несанкционированные операции биржевых посредников с использованием конфиденциальной информации*

bank insider - *лицо, располагающее конфиденциальными данными о банке*

corporate insider - *лицо, совершающее выгодную сделку на основе информации, недоступной широкой публике*

insider attack - *злонамеренные действия штатного персонала; внутренняя атака*

analysis of insider threat - *анализ угрозы от сотрудника организации*

**14. Ledger** - журнал, бухгалтерская книга, содержащая информацию о финансовых операциях компании; главная книга.



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