

**MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE  
KYIV NATIONAL TRADE AND ECONOMICS UNIVERSITY**

**EDUCATIONAL-PROFESSIONAL PROGRAM**

**"FINANCIAL BROKERING"**

**The second level of higher education**

**in specialty 072 Finance, Banking and Insurance**

**Areas of Knowledge 07 Management and Administration**

**Qualifications: Master's Degree in Higher Education**

**specialty "Finance, Banking and Insurance"**

**Specialization "Financial Brokerage"**

**APPROVED BY KNOWLEDGE OF KNTEU**

**Rector \_\_\_\_\_ / A. A. Mazaraki /**

**(protocol No. \_\_\_ of \_\_\_\_\_ 2019)**

**The educational program is introduced from \_\_\_\_\_ 2019.**

**Rector \_\_\_\_\_ / A. A. Mazaraki /**

**(Order number \_\_\_ of \_\_\_\_\_ 2019)**

**Kyiv 2019**

## Introduction

Developed by a working group consisting of:

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2. Nederya L.V. Associate Professor of the Department of Banking, Cand. econ Sciences, associate professor
3. Maslova N.O. Associate Professor of the Department of Banking, candidate. econ Sciences, associate professor
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8. PyrozHKov S.I. Head of the Department of Statistics and Econometrics, Dr. econ Sciences, professor
9. Gordienko T.M. Associate Professor of the Department of Banking, Cand. econ Sciences, associate professor
10. Ntrebchuk L.O. Art. off Department of Banking
11. Lukyanenko I.G. Dr. econ Sciences, professor, head of the budget system of the Research Financial Institute
12. Druk A.V. Student, member of the RSF FFBS

Review reviews of external stackers:

1. Snigir L. I Zast. Financial Director of VeiBi Leasing LLC, Ph.D.
2. Zaletov O.M. Member of the National Commission, which carries out state regulation in the field of financial services markets

**1. Profile of the educational program in specialty 072 "Finance, Banking and Insurance"  
(specialization "Financial Brokerage")**

<b>1 – General information</b>	
<b>Full name of higher educational institution and structural unit</b>	Kyiv National Trade and Economics University Faculty of Finance and Banking
<b>Higher education and the name of the qualification</b>	Master's Degree in Higher Education specialty "Finance, Banking and Insurance" specialization "Financial Brokerage"
<b>The official name of the educational program</b>	"Financial Brokerage"
<b>Type of diploma and volume of educational</b>	Type of diploma and volume of educational program Master's degree, unitary, 90 ECTS credits, term of study 1 year 4 months
<b>Availability of accreditation</b>	Accredited by the Accreditation Commission of Ukraine, until 01.07.2024
<b>Cycle / Level</b>	NRC of Ukraine - 8th level, FQ-EHEA-the second cycle, EQF-LLL-7 level
<b>Prerequisites</b>	Educational degree of higher education "Bachelor"
<b>Language (s) of teaching</b>	Ukrainian
<b>The duration of the educational program</b>	Until 01.07.2024
<b>Internet address of the permanent description of the educational program</b>	<a href="https://knute.edu.ua">https://knute.edu.ua</a>
<b>2 - The purpose of the educational program</b>	
Getting a trained person with in-depth knowledge, skills and skills that are needed to solve complex specialized tasks and practical problems that arise when providing financial brokerage services.	
<b>3 - Characteristics of the educational program</b>	

Subject area (branch of knowledge, specialty, specialization)	<p>Branch of Knowledge 07 Management and administration</p> <p>Specialty 072 Finance, Banking and Insurance</p> <p>Specialization "Financial Brokerage" Disciplines that form the core competencies - 50%. Discipline at the choice of a higher education student - 27%. Practical training - 10%, Attestation - 13%.</p>
Program orientation	<p>Educational-professional</p> <p>The program focuses on the preparation of modern, initiative and capable of rapid adaptation in the economic environment of professionals who are able to modify the activities of financial brokers</p>
The main focus of the educational program and specialization	<p>Integrated training combining a clear practical orientation with research.</p> <p>Key words: brokerage, broker, financial stock exchange, currency dealings, financial services market, portfolio investment, financial market, financial intermediary, financial stock-exchange activities, financial institutions.</p>
Features of the program	<p>Organization of independent educational and scientific work of students.</p> <p>Taking into account the specifics of the activities of the subjects of the financial services market. Industrial and pre-diploma practice in banks and non-bank financial institutions.</p>
<b>4 - Eligibility of graduates for employment and further training</b>	

<b>Suitability for employment</b>	<p>A graduate can work in the National Commission, which carries out state regulation in the field of financial services markets; Association "National Association of Financial Brokers"; Association "All-Ukrainian Association of Financial Companies"; financial, brokerage, investment, insurance, consulting (consulting) companies, companies - professional participants of the stock market, stock, currency, commodity exchanges; banks, etc.</p> <p>A graduate is able to perform professional work and occupy positions determined by the National Classifier of Ukraine "Classifier of professions DK 003: 2010", in particular:</p> <p>1143.5 Senior officials of local self-government bodies  1210.1 Heads of enterprises, institutions and organizations  131 Heads of small enterprises without management apparatus  1461 Managers (managers) in the field of money mediation  1462 Managers (managers) in the field of financial leasing  1463Managers (managers) in the field of loans  1465Managers (managers) in the field of life insurance and savings  1466Managers (managers) in the field of pension insurance  1467Managers (managers) in auxiliary activities in the field of finance  1466 Managers (managers) in auxiliary activities in the field of insurance  1466 Managers (managers) in other types of financial intermediation  2310.2 Other teachers of universities and higher education institutions  2320 Teachers of secondary schools  2413 Professionals working with securities  2414Professionals on financial and economic security of enterprises, institutions and organizations  2424.2 Economists  3340 Other specialists in the field of education  3411 Dealers (stock traders at their own expense) and brokers (intermediaries) for mortgages and financial transactions</p>
	<p>3412 Insurance agents  3419Other experts in finance and trade  3436. Assistant managers.  3439. Other technical specialists in the field of management.  The graduate may hold other positions according to the professional titles of works that are characterized by special professional competencies.</p>
<b>Further training</b>	<p>Training on programs of the third educational-scientific level of higher education (doctor of philosophy), NRC of Ukraine - 9 level.</p>
<b>5 - Teaching and evaluation</b>	

<b>Teaching and learning</b>	Auditory and independent work on the basis of a problem-oriented approach with the use of modern educational technologies and techniques. Combination of lectures, practical classes with solution of situational tasks and using case-methods, business games, trainings, passing of practice, student-centered training, self-study, problem-oriented training, developing practical skills, skills and forming creative thinking, preparation for protection of final qualification work.
<b>Evaluation</b>	Current survey, presentation of research work, essay, test tasks, passing of industrial practice, individual task. Final examination - exam. Final certification is the final qualifying work.
<b>6 - Program competencies</b>	
<b>Integral competence</b>	Ability to solve complex tasks and problems in the process of professional activity or training in the field of financial intermediation, which involves conducting research and / or innovations and characterized by uncertainty of the conditions and requirements for professional, educational or research activity.
<b>General competence (GC)</b>	<p>GC 1. Ability to conduct research and generate new ideas.</p> <p>GC 2. Ability to work autonomously and to demonstrate leadership skills, act on the basis of ethical considerations (motives).</p> <p>GC 3. Ability to analyze and synthesize on the basis of actual observations and fundamental knowledge.</p> <p>GC 4. Ability to negotiate and resolve conflicts, be motivated and reach a common goal, make informed decisions.</p> <p>GC 5. Ability in abridged and accessible form to communicate information, ideas, conclusions in the field of professional activity.</p> <p>GC 6. Ability to work in the international space, use a business foreign language for ensuring effective professional activity, ability to communicate with experts from other fields.</p> <p>GC 7. Capacity for initiative, responsibility and skills for preventive and emergency planning.</p> <p>GC 8. Ability to manage the security measures of professional activity.</p> <p>GC 9. Ability to make decisions in complex and unpredictable situations.</p> <p>GC 10. Leadership qualities as a manager.</p>
	GC 11. Knowledge of international norms and legislation of Ukraine in the field of life safety of the population and the system of management of labor protection and civil protection.

<p><b>Professional competence of specialty</b></p>	<p>PC 1. Ability to use the fundamental laws of the development of financial intermediation in conjunction with research and management tools for professional and scientific activities.</p> <p>PC 2. The ability to assess trends in the development of the financial services market and to justify the directions of their improvement.</p> <p>PC 3. Ability to effectively organize brokerage activities.</p> <p>PC 4. Ability to use the theoretical and methodical tools of credit analysis.</p> <p>PC 5. Ability to record and prepare financial statements in accordance with international standards</p> <p>PC 6. Ability to apply managerial skills in the field of relations with investors.</p> <p>PC 7. The ability to evaluate the effectiveness of scientific, analytical and methodological tools for substantiating managerial decisions in the activities of financial brokers.</p> <p>PC 8. Ability to demonstrate in-depth knowledge of the legal regulation of financial services markets.</p> <p>PC 9. Ability to use tools for analyzing the issuer's reporting to maintain the effective functioning of a financial institution.</p> <p>PC 10. The ability to conduct currency trading</p> <p>PC 11. The ability to provide brokerage services in the insurance market</p> <p>PC 12. The ability to ensure the efficient organization of financial stock-exchange activities and stock trading.</p> <p>PC 13. Ability to search, use and interpret information for solving professional and scientific tasks in the field of financial brokerage.</p> <p>PC 14. Ability to prepare and prepare basic diplomatic and business documents</p> <p>PC 15. Ability to conduct securities transactions</p> <p>PC 16. The ability to conduct business negotiations</p> <p>PC 17. The ability to work with banking and non-bank financial institutions to ensure optimal conditions for the provision of services for the client.</p>
<p><b>7 - Program learning outcomes</b></p>	
	<p>PLO 1. To conduct research, to generate new ideas, to carry out brokerage activities.</p> <p>PLO 2. Demonstrate the skills of independent decision-making, be a leader, be responsible for the strategic development of the team.</p> <p>PLO 3. Positively perceive the need to act on the basis of professional ethical considerations (motives).</p> <p>PLO 4. To be able to conduct analysis and synthesis on the basis of actual observations and fundamental knowledge.</p> <p>PLO 5. Use the skills of negotiation and conflict resolution in professional activities and in business communication.</p> <p>PLO 6. Manifest the ability to work in a team, motivate and manage the work of others to achieve a common goal.</p> <p>PLO 7. Use innovative approaches to foreign exchange dealings, securities transactions and provision of insurance and credit services.</p> <p>PLO 8. Demonstrate skills of independent work, flexible thinking, openness to new knowledge, evaluate the results of autonomous</p>

	<p>work and be responsible for personal professional development.</p> <p>PLO 9. To choose methods of adaptation and directions of use of international standards and norms in professional activity.</p> <p>PLO 10. Demonstrate the skills of business communication while managing investor relations.</p> <p>PLO 11. Use the fundamental laws of the development of the financial services market in conjunction with research and management tools for professional and scientific activities.</p> <p>PLO 12. To be able to substantiate directions of the strategy of organization of brokerage activity in the financial market.</p> <p>PLO 13. To carry out the analysis at realization of intermediary activity in the credit market.</p> <p>PLO 14. Use the features of accounting and financial reporting according to international standards,</p> <p>PLO 15. Have the skills of financial trading activities.</p> <p>PLO 16. Demonstrate skills in selecting business financing sources.</p> <p>PLO 17. Adapt the provisions of the legal regulation of financial services markets, business and contract law for solving professional and scientific tasks in the field of financial intermediation.</p> <p>PLO 18. To systematize and analyze information for solving professional and scientific tasks in the field of financial brokerage.</p> <p>PLO 19. Hold methodological methods of statistical forecasting, apply applied methods of credit analysis.</p> <p>PLO 20. To develop investment and innovation plans for the development of institutions engaged in brokerage activities, based on domestic normative documents and taking into account world experience.</p> <p>PLO 21. To select the tools and technologies for selling financial services and portfolio investment.</p> <p>PLO 22. Demonstrate the ability to predict the investment return and riskiness of securities.</p> <p>PLO 23. To maintain an appropriate level of knowledge and to continuously improve its professional training in the field of financial brokerage.</p> <p>PLO 24. Demonstrate the ability to apply the tools of analyzing the issuer's reporting when providing brokerage services in the financial market.</p>
<b>8 - Resource support for the implementation of the program</b>	
<b>Personnel support</b>	<p>Project team: 2 doctors of sciences, professors, 7 candidates of sciences, 3 of them have the academic rank of associate professor, 1 senior lecturer.</p> <p>The scientific and pedagogical staff involved in the implementation of the educational component of the educational program are employees of the Kiev National Trade Economics University, who have a degree and / or a degree.</p> <p>In order to increase the professional level, all scientific and pedagogical workers undergo an internship once in five years, including overseas</p>
<b>Material and technical support</b>	<p>Computer classes;</p> <p>Audiences equipped with interactive whiteboards and projectors;</p> <p>Internet access, Wi-Fi in the classrooms.</p>

<b>Information and educational - methodical support</b>	Access to international econometric databases; Regulatory framework; Methodical provision of disciplines; Tutorials and tutorials. Use of the Management Management System "MOODLE" and the author's development of scientific and pedagogical workers
<b>9 - Academic mobility</b>	
<b>National Credit Mobility</b>	It is envisaged by law and it is expedient when it becomes necessary to study (mastering) students of fundamentally new courses, disciplines that are not taught in the basic ZVO. The provision on academic mobility has been developed.
<b>International Credit Mobility</b>	The University has concluded agreements on cooperation between KNTEU and higher education institutions, in which partner exchange and student training are carried out. In addition, international academic mobility is carried out through Erasmus + International Programs and Projects in particular with the following universities: Krakow University of Economics (Poland, Krakow), Szczecin University (Poland, Szczecin), Business School Audensia (France, Nantes), Grenoble Alps University (France, Grenoble) , University of Pari Es Crete (France, Paris), University of Central Lancashire (Great Britain, Preston), University of Hohenheim (Germany, Stuttgart), Piraeus University of Applied Sciences (Greece, Piraeus), University of them. Clement Ohridski (Bulgaria, Sofia)
<b>Teaching foreign applicants for higher education</b>	For foreign students, the discipline "Ukrainian language" is taught for 1-7 semesters with a separate schedule by teachers who have completed special training in teaching Ukrainian as a foreign language.

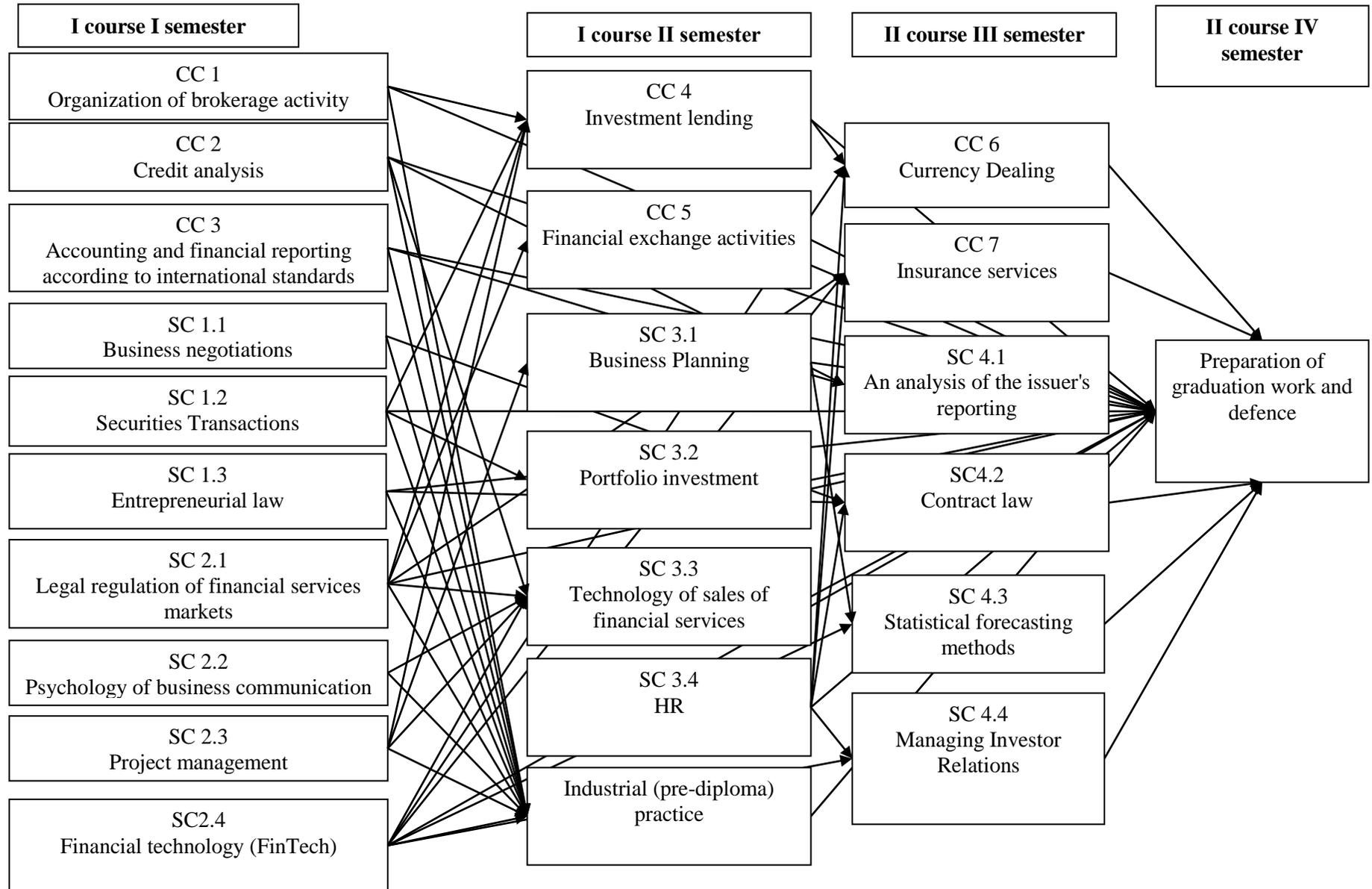
## 2. List of components of the educational program and their logical consistency

### 2.1. List of components of EP

Code n/a	Components of the educational program (study disciplines, course projects (work), practice, qualification work	Amount of credits	Final Control Form
1	2	3	4
<b>1. Compulsory components of EP</b>			
CC 1.	Organization of brokerage activity	6	Examination
CC2	Credit analysis	6	Examination
CC3	Accounting and financial reporting according to international standards	6	Examination
CC4	Investment lending	7,5	Examination
CC5	Financial exchange activities	7,5	Examination
CC6	Currency Dealing	6	Examination
CC7	Insurance services	6	Examination
<b>Total volume of the negotiable component:</b>		<b>45</b>	
<b>2. Selective components of EP</b>			
SC 1.1	Business negotiations	6	Examination
SC 1.2	Securities Transactions	6	Examination
SC 1.3	Entrepreneurial law	6	Examination
SC 2.1	Legal regulation of financial services markets	6	Examination
SC2.2	Psychology of business communication	6	Examination
SC 2.3	Project management	6	Examination
SC 2.4	Financial Technology (FinTech)	6	Examination
SC 3.1	Business Planning	6	Examination
SC 3.2	Portfolio investment	6	Examination
SC 3.3	Technology of sales of financial services	6	Examination
SC 3.4	HR	6	Examination
SC4.1	An analysis of the issuer's reporting	6	Examination
SC 4.2	Contract law	6	Examination
SC 4.3	Statistical forecasting methods	6	Examination

SC 4.4	Managing Investor Relations	6	Examination
<b>Total amount of sample components:</b>		<b>24</b>	
<b>Total</b>		<b>69</b>	
<b>3. Practical training</b>			
Industrial (pre-diploma) practice		<b>9</b>	
<b>4. Certification</b>			
<b>Preparation of graduation work and defence</b>		<b>12</b>	
<b>GENERAL SUMMARY OF THE EDUCATIONAL PROGRAM</b>		<b>90</b>	

## 2.2. Structural-logical scheme of OPP



### **3 Form of certification of applicants for higher education**

Certification of applicants for the educational program "Financial brokerage" of the specialty 072 "Finance banking and insurance" is carried out in the form of the defence of graduation work and the award of the qualification: the degree of higher education master specialty "Finance, Banking and Insurance" specialization "Financial Brokerage".

The certification is carried out open and public.



**5. The matrix of program learning outcomes (PLOs) by the relevant components of the curriculum** *Table 5*

	CC1	CC2	CC3	CC4	CC5	CC6	CC7	SC1.1	SC1.2	SC1.3	SC2.1	SC2.2	SC2.3	SC2.4	SC3.1	SC3.2	SC3.3	SC3.4	SC4.1	SC4.2	SC4.3	SC4.4
PLO1	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
PLO 2	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
PLO 3	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
PLO 4	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
PLO 5	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
PLO 6	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
PLO 7	+			+	+	+	+		+				+	+		+	+	+				
PLO 8	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
PLO 9	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
PLO 10	+			+	+		+	+	+			+	+	+		+	+	+				
PLO 11	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
PLO 12	+	+		+	+	+			+				+	+	+	+	+	+				
PLO 13	+	+																	+			
PLO 14			+																			
PLO 15				+									+	+			+	+				
PLO 16				+	+				+				+	+		+	+	+				
PLO 17	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
PLO 18	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
PLO 19		+																	+		+	+
PLO 20		+	+	+	+				+	+	+		+	+	+	+						
PLO 21		+		+	+	+			+				+	+	+	+	+	+	+			
PLO 22		+		+	+				+				+	+		+			+		+	+
PLO 23	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
PLO 24		+																	+			