

**MINISTRY OF EDUCATION AND SCIENCE OF
UKRAINE
Kyiv National University of Trade and Economics**

EDUCATIONAL-PROFESSIONAL PROGRAMME

“Commodity Science and Organization of Foreign Trade”

The first level of higher education

**Specialty 076 Entrepreneurship, trade and stock exchange activity
Sphere of knowledge 07 Management and Administration**

**Qualification: higher education level bachelor ↔ specialty “Entrepreneurship,
trade and stock exchange activity” specialization “Commodity Science and
Organization of Foreign Trade”**

Kyiv 2019

**1. The educational program profile on
076 specialty “Entrepreneurship, trade and stock exchange activity”
(specialization “Commodity Science and Organization of Foreign Trade”)**

1 – General information	
Full name of IHE and structural unit	Kyiv National University of Trade and Economics Department of Commodity Science and Customs
Level of higher education and qualification name in the original language	Level of higher education «Bachelor» specialty “Entrepreneurship, trade and stock exchange activity” specialization “Commodity Science and Organization of Foreign Trade”
Educational program official name	“Commodity Science and Organization of Foreign Trade”
Diploma type and volume of the program	Bachelor Diploma single, 240 ECTS credits, training period 3 years 10 months
Accreditation	Ministry of Education and Science of Ukraine, Ukraine, Certificate on Accreditation ND №1196398 from 21.11.2017 valid to 01.07.2024
Cycle\Level	NQF of Ukraine – 7 level, FQ-EHEA – the first cycle, EQF-LLL – 6 level
Preconditions	Comprehensive General Secondary Education / Junior Specialist Degree
Language(s) of instruction	Ukrainian
Duration period	Valid up to 01.07.2024
Educational Program Link	https://knute.edu.ua
2 – Educational program aim	
Formation and development of general competence and professional competence in the field of entrepreneurship, trade and stock exchange activity aimed at obtaining professional training at the up-to-date level needed by a student for further employment and self-realization in society.	

<p>A graduate must possess knowledge in the field of entrepreneurship, trade and stock exchange activity, practical competence and skills, needed to develop assortment and goods quality control, the organization of foreign trade of goods at an enterprise.</p>	
<p>3 – Educational program characteristics</p>	
<p>Subject area (sphere of knowledge, speciality, and specialization)</p>	<p>Sphere of knowledge 07 Management and administration, specialty 076 “Entrepreneurship, trade and stock exchange activity” specialization “Commodity Science and Organization of Foreign Trade”</p> <p>The volume of compulsory modules – 75%,: subjects of general training – 27,5%, professional training – 63,3%, practical training – 7,5%, foreign language learning – 11,7%. Subjects of student’s free choice – 25%, among them those that expand: general competence – 50%, professional competence – 50%.</p>
<p>Educational program orientation</p>	<p>Educational-Professional Program</p>
<p>Main focus of the educational program and specialization</p>	<p>General education in the field Management and administration specialty “Entrepreneurship, trade and stock exchange activity” specialization “Commodity Science and Organization of Foreign Trade”</p> <p>Key words: entrepreneurship, trade, stock exchange activity, commodity science, foreign trade</p>
<p>Features of the program</p>	<p>The program creates conditions for the graduates to be employed at the enterprises and organizations, which perform foreign economic activity; also, it allows to develop scientific and practical activities in the field of management and administration. It is fulfilled within active research environment. Moreover, it allows students to continue their studying abroad on related specialties.</p>
<p>4 – Graduate employability and further learning</p>	
<p>Employability</p>	<p>A graduate can hold the first positions as well as the positions of a deputy according to the professional titles of work, which is a part of the following qualification groups:</p> <p>Merchandiser, Sales Manager, Inspector-merchandiser/ trade inspector, Trade broker, Dealer (trade), Commercial agent/ trade agent, Inspector on labour safety and goods quality control</p>

Further learning	The possibility to study by the programme of the second (master) cycle of higher education by educational-professional program.
5 – Training and assessment	
Teaching and learning	Student-centered education, problem-oriented education, education through practical training and self-education. Education methods system is based upon the principles of purposefulness, binarity – active direct participation of both a lecturer and a student. Training is done via lectures, practical lessons, workshops, laboratory work in small groups, consultations by lecturers.
Assessment	Oral test, test control, individual tasks, term essays/projects, practices, written exams. Final control – to pass a qualification exam.
6 – Program competence	
Integral competence(IC)	The ability to solve complex specialized tasks and practical problems in the sphere of entrepreneurship, trade and stock exchange activity on practice or during the education process that implies to use specific theories and methods of correspondent sciences, as well as it is characterized by complexity and ambiguity of conditions.
General competence(GC)	GC 1 The ability to abstract thinking, analysis and synthesis. Здатність до абстрактного мислення, аналізу та синтезу.
	GC 2 The ability to employ the knowledge received in practical situations. Здатність застосовувати отримані знання в практичних ситуаціях, виявляти, ставити та вирішувати завдання у сфері професійної діяльності.
	GC 3 The ability to communicate orally and in writing using the national language Здатність спілкуватися державною та іноземною мовами у професійній сфері.
	GC 4 The ability to communicate using a foreign

		language Навички використання інформаційних і комунікаційних технологій.
	GC 5	The skills to employ information and communication technologies. Здатність до пошуку, оброблення та аналізу інформації з різних джерел.
	GC 6	The ability to search, process and analyze information from different sources. Здатність працювати автономно та в команді, навички міжособистісної взаємодії.
	GC 7	The ability to work in a team. Здатність виявляти ініціативу та підприємливість.
	GC 8	The ability to demonstrate the initiative and entrepreneurial skills. Здатність ініціювати заходи щодо збереження навколишнього природного середовища та здійснення безпечної діяльності.
	GC 9	The desire to save natural environment. Здатність діяти відповідально та свідомо.
	GC 10	The ability to act consciously and with responsibility.
	GC 11	The ability to implement own rights and duties as a member of society, realize the values of the civil (free democratic) society and the necessity its continuing growth, supremacy of the law, rights and liberties of a citizen in Ukraine.
	GC 12	The ability to preserve and increase moral, cultural, scientific values and achievements of the society on the base of understanding the history and regularities of the subject area development, its place within the general system of knowledge about nature and society as well as within the development of society, technology and technics, to use different types and forms of motion activity to rest actively and keep a healthy lifestyle.
Professional Competence (PC)	PC 1	Critical comprehension of theoretical principles in the sphere of entrepreneurship, trade and stock exchange activity. Знання і розуміння теоретичних засад підприємницької, торговельної та біржової діяльності.
	PC 2	The ability to choose and employ therelevant methods, tools to justify the decisions concerning

	<p>the setting-up, functioning of entrepreneurial, trade and stock exchange organizations.</p> <p>Здатність обирати та використовувати відповідні методи, інструментарій для обґрунтування рішень щодо створення, функціонування підприємницьких, торговельних і біржових структур.</p>
PC 3	<p>The ability to perform activities in the form of market relations entities' interaction.</p> <p>Розуміння форм взаємодії суб'єктів ринкових відносин.</p>
PC 4	<p>The ability to employ innovative approaches in the entrepreneurial, trade and stock exchange organizations' activities.</p> <p>Здатність застосовувати інноваційні підходи в діяльності підприємницьких, торговельних та біржових структур.</p>
PC 5	<p>The ability to determine and assess goods and services characteristics in the field of entrepreneurial, trade and stock exchange activities.</p> <p>Здатність визначати та оцінювати характеристики товарів і послуг в підприємницькій, торговельній, біржовій діяльності.</p>
PC 6	<p>The ability to perform activities in accordance with the requirements of normative legal instruments in the sphere of entrepreneurial, trade and stock exchange activities.</p> <p>Знання і розуміння нормативно правового регулювання у сфері підприємницької, торговельної та біржової діяльності.</p>
PC 7	<p>The ability to define and fulfil professional assignments on organizing the entrepreneurial, trade and stock exchange structures' activities.</p> <p>Здатність визначати і виконувати професійні завдання з організації діяльності підприємницьких, торговельних та біржових структур.</p>
PC 8	<p>The ability to employ the fundamentals of accounting and taxation in entrepreneurial, trade and stock exchange activities.</p>

		Знання і розуміння основ обліку та оподаткування в підприємницькій, торговельній, біржовій діяльності.
PC 9	The ability to organize the foreign economic activity of entrepreneurial, trade and stock exchange structures. Знання та розуміння організації зовнішньоекономічної діяльності підприємницьких і торговельних структур.	
PC10	The ability to business-planning, evaluation of the current situation on the market and the activities results of the entrepreneurial, trade and stock exchange practice including risks. Здатність до бізнес-планування, оцінювання кон'юнктури ринків і результатів діяльності у сфері підприємництва і торгівлі з урахуванням ризиків.	
PC 11	The ability to analyze the infrastructure, state and trends of the goods market development in Ukraine and abroad.	
PC 12	The ability to substantiate the choice of the indices range to assess the quality and competitive ability of goods.	
PC 13	The ability to employ informational data bases for making operational decisions at an enterprise/organization/institution.	
PC 14	The ability to form and perform an effective purchasing activity on logistic base, using the forms and methods of international payment.	
PC 15	The ability to prepare documents for foreign trade operations, control of the contracts, agreements fulfilment.	
PC 16	Knowledge of the goods different categories peculiarities, which are used in foreign trade, the ability to determine the code of goods in accordance with UKTZED.	

	PC 17	The ability to define the totality of customs formalities while transferring goods across the customs borders.
	PC 18	The ability to perform the enterprise and personnel's effective management
7 – Program learning outcomes (PLO)		
	PLO 1	To employ basic knowledge on entrepreneurship, trade and stock exchange activity as well as critical thinking, analysis, synthesis in professional purposes.
	PLO 2	To employ the knowledge acquired to discover, state and solve assignments within different practical situations in the field of entrepreneurial, trade and stock exchange activity.
	PLO 3	To acquire the skills of written and oral professional communication by both the national and foreign languages.
	PLO 4	To employ the state-of-the-art computer and telecommunication technologies of exchanging and distributing the information of professional purposes in the sphere of entrepreneurship, trade and stock exchange activity.
	PLO 5	To organize the search, independent selection, quality processing of information from different sources to form data bases in the sphere of entrepreneurship, trade and stock exchange activity.
	PLO 6	To demonstrate the ability to work independently and in a team, have the skills of interpersonal interaction, which allow to achieve professional services, be initiative and have entrepreneurial sense in different spheres of professional activities.
	PLO 7	To employ the knowledge and skills acquired to

		push forward and put into practice the assignments in the sphere of environmental protection and to perform safe functioning of entrepreneurial, trade and stock exchange structures.
	PLO 8	To know terminology and possess basic and well-structured knowledge in the sphere of entrepreneurship, trade and stock exchange activities for further implementation into practice.
	PLO 9	To know methods and tools to substantiate the effective managerial decisions concerning establishing and functioning entrepreneurial, trade and stock exchange structures.
	PLO 10	To employ the knowledge of the market relations entities' interaction methods for the entrepreneurial, trade and stock exchange structures functioning.
	PLO 11	To employ innovative approaches within entrepreneurial, trade and stock exchange activities.
	PLO 12	To know the fundamentals of legal and regulatory support for the entrepreneurial, trade and stock exchange structures functioning.
	PLO 13	To be able to perform professional tasks on managing the entrepreneurial, trade and stock exchange structures functioning and solve problems in critical situations considering external and internal influence.
	PLO 14	To employ the knowledge of essential accounting and taxation in entrepreneurial, trade and stock exchange activities.
	PLO 15	To implement the knowledge and skills concerning the effective organization of foreign economic activity of entrepreneurial, trade and stock exchange

	structures taking into consideration the market conditions and current legal norms.
PLO 16	To demonstrate the abilities of business-planning, the assessment of the market conditions and entrepreneurial, trade and stock exchange structures' functioning including risks.
PLO 17	To employ knowledge, abilities and skills in the field of natural-scientific subjects for the theoretical study of general-professional subjects and solving practical assignments on Commodity Science.
PLO 18	The ability to evaluate the influence of raw and technological factors on the finished goods consumer properties .
PLO 19	To measure the goods safety and quality in accordance with the current legislation within national and international levels.
PLO 20	To be able to substantiate the goods range optimal structure at manufacturing and trade enterprises according to the consumers' needs and commodities competitiveness.
PLO 21	To be able to solve complex unpredictable tasks and problems of organizing the foreign trade that anticipates collecting and interpreting the data, the methods and tools choice.
PLO 22	To perform the economic substantiation of contractors and distribution channels choice, offer the methods to increase the effectiveness of foreign trade operations.
PLO 23	To be able to set up the merchandise delivery logistic channels and make professional decisions in the sphere of international commodity circulation.
PLO	To be able to define the product code in accordance

	24	with UKTZED.
	PLO 25	To be able to declare goods and guarantee customs procedures fulfilment to perform foreign economic activity.
8 – Resource support for program implementation		
Staff support	The academic staff that provide education-professional program on qualification, correspond to the profile and course of disciplines which are taught, also they have the required pedagogical and practical work experience. Professionals with research, managerial, innovative, creative work experience as well as foreign lecturers are involved in the educational process organization.	
Material and technical support	Training premises, computer workplaces, multimedia classrooms allow to ensure the educational process during the whole cycle of training along the educational program.	
Information and educational-methodical support	Official website https://knute.edu.ua/ contains information about educational programs, instructional, pedagogic and scientific activities, structural divisions, enrolment rules, contacts. Materials of educational program’s training-methodical provision are presented in the Laboratory of distant learning KNUTE: http://ldn.knute.edu.ua/ . All resources of scientific-technical library are available in: http://lib.knteu.kiev.ua/ . The library fund comprises almost 1.5 bln. copies. The library hall has Wi-Fi.	
9 – Academic mobility		
National credit mobility	On a general base within Ukraine. Short-term education of students at other higher education establishments according to the specific educational components that guarantee the general or professional competence acquisition.	
International credit mobility	The possibility to acquire higher education at the higher educational establishments abroad within the agreements	

	<p>concluded:</p> <p>1. Mutual educational programs: The University of Clermont – Auvergne, Grenoble Alpes University (Grenoble); Paris Est Créteil University (Paris); Audencia Business School (Nantes); ESCP Europe (Paris); University Paris-Est Creteil; The University of Central Lancashire, the University Hohenheim Germany.</p> <p>2. Studying during a term at the following higher educational establishments: Krakow Economic University, Poznan Economic University, Wroclaw Economic University (Poland).</p>
Training of overseas students	<p>It is possible in conditions of:</p> <ul style="list-style-type: none"> - knowledge of the Ukrainian language; - having the certificate of comprehensive general secondary education/junior specialist degree, adopted by the Ministry of Education and Science of Ukraine. -

2. List of educational program components and their logic sequence

2.1. List of components of EP

Code	Components of educational program (academic disciplines, term projects (papers), placement, qualification exam, final qualification work)	Amount of credits	Forms of final control
1	2	3	4
Compulsory components of EP			
Цикл загальної підготовки			
CC 1	Foreign language for specific purposes	21	E/w
CC 2	Philosophy	6	E/w
CC 3	Jurisprudence	6	E/w
CC 4	Economic Cybernetics	6	E/w
CC 5	Economic Theory	6	E/w
CC 6	Life safety	4,5	E/w
Цикл професійної підготовки			
CC 7	Trade entrepreneurship	6	E/w
CC 8	Materials science and fundamentals of manufacturing products technology	6	E/w
CC 9	Stock Exchange Trade	6	E/w
CC 10	Economics of Trade	6	E/w
CC 11	Organization of Trade	6	E/w
CC 12	An Enterprise Foreign Economic Activity	6	E/w

Отформатированная таблица

CC 12.1	Test on an Enterprise Foreign Economic Activity		
CC 13	Marketing	6	E/w
CC 14	The commodity nomenclature of foreign economic activity	6	E/w
CC 15	Commodity Science. Non-food goods	15	E/w
CC 15.1	Test on Commodity Science		
CC 16	Customs	6	E/w
CC 17	Accounting	6	E/w
CC 18	Logistics	6	E/w
CC 19	Commodity Science. Food products	12	E/w
CC 20	Modelling of an enterprise financial-economic activity	9	E/w
CC 21	Management	6	E/w
CC 22	Electronic trade and fulfilment	6	E/п
	Physical education	—	Credit
Практична підготовка			
	Всього,-	13,5	
	у т.ч. виробнича практика 1	4,5	3
	— виробнича практика 2	3	3
	— виробнича практика 3	6	3
Атестація			
	Підготовка до кваліфікаційного екзамену та атестація	3	
Total amount of compulsory components:		163,5	
Optional components of EP			
OP 1.1	Higher and applied mathematics	6	E/w
OP 1.2	Spatial Economics	6	E/w
OP 1.32.1	Statistics	6	E/w
OP 1.42.2	Trading equipment	6	E/w
OP 1.53.1	Physical methods of investigation	6	E/w
OP 1.63.2	Chemistry	6	E/w
OP 3.14.1	Esthetics	6	E/w
OP 34.2	History of Ukraine	6	E/w
OP 34.3	History of Ukrainian Culture	6	E/w

Отформатированная таблица

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Отформатированная таблица

OP 34.4	Cultural heritage of Ukraine	6	E/w
OP 34.5	National Interests in the World's geopolitics and geoeconomics	6	E/w
OP 34.6	Elocution	6	E/w
OP 34.7	Religious Studies	6	E/w
OP 34.8	World Culture	6	E/w
OP 34.9	The Ukrainian language for specific purposes	6	E/w
OP 45.1	Diplomatic and Business Protocol and Etiquette	6	E/w
OP 45.2	Business Ethics	6	E/w
OP 45.3	Logic	6	E/w
OP 45.4	Polytology	6	E/π
OP 45.5	Psychology	6	E/w
OP 45.6	Trade Psychology	6	E/w
OP 45.7	Social Leadership	6	E/w
OP 45.8	Sociology	6	E/w
OP 56.1	Sensory analysis	6	E/w
OP 56.2	Standardizing, metrology and quality management	6	E/w
OP 56.3	Commodity Science theoretical fundamentals	6	E/w
OP 67.1	Economic Law	6	E/w
OP 67.2	Entrepreneurial Law	6	E/w
OP 67.3	Legal regulation of foreign economic activity	6	E/w
OP 78.1	Safety of goods and environment	6	E/w
OP 78.2	Goods esthetics and design	6	E/w

OP 89.1	International shipment	6	E/w
OP 98.2	World market of goods and services	6	E/w
OP 109.1	Customs-intermediary services	6	E/w
OP 109.2	Valuation of correspondence	6	E/w
OP 109.3	Commodity Science. Antiques	6	E/w
OP 109.4	Commodity Science. Flowers	6	E/w
OP 109.5	Commodity Science. Combustibles and lubricants	6	E/w
OP 109.6	Commodity Science. Means of transport	6	E/w
OP 109.7	Commodity Science. Civil weapon	6	E/w
Total volume of optional components:		60	
Practical training			
	Industrial placement <u>1</u>	<u>4,5</u>	C
	Industrial placement 2	3	C
	Industrial placement 3	6	C
	Total	<u>13,5</u>	
Attestation			
	Preparation for qualification exam and attestation	<u>3</u>	
Total volume of educational program		240	

Отформатированная таблица

2.2. Structural-Logic Scheme of Education Program



