

Ministry of Education and Science of Ukraine
Kyiv National University of Trade and Economics

Educational program
«Management of Foreign Economic Activity»

The First Level of Higher Education
in specialty 073 Management
Field of study 07 Management and Administration
Qualifications: Bachelor's degree in Management
Specialization «Management of Foreign Economic Activity»

Kyiv 2019

Educational program in specialty 073 «Management»
(on the specialty «Management of foreign economic activity»)

**Head of Educational Program: Candidate of Economic Sciences, associate professor
O. Pyankova.**

1 – General information	
Full name of IHE and structural unit	Kyiv National University of Trade and Economics Faculty of International Trade and Law Department of International Economic Relations
Academic degree and qualification title in the original	Bachelor's Degree Specialty «Management» Specialization «Management of Foreign Economic Activity»
Educational program title	«Management of Foreign Economic Activity»
Qualification title (degree), program credits and duration	Bachelor 's degree, 240 ECTS credits, the term of study is 3 years and 10 months
Accreditation	Licensed in 1991, accredited by the Ministry of Education and Science of Ukraine, Ukraine Certificate of accreditation ND №1196399 until July 1, 2024
Cycle/level	NRC Ukraine - 8th level, FQ-EHEA - first cycle, EQF-LLL - 6 level.
Academic background	Complete secondary education or Junior Specialist qualification
Language(s) of instruction	Ukrainian
Program duration	until July 1, 2024
Educational program link	https://knute.edu.ua/
2 – Educational program aim	
To train highly qualified specialists in the field of foreign economic activity combining the most efficient economic, legal and managerial education that enables graduates to make management decisions in the field of foreign economic activities related to planning, organization, implementating foreign economic operations, formation of business development strategies, accessing foreign markets.	
3 - Educational program general information	
Subject area (field of study, specialty, specialization)	Field of Study 07 «Management and Administration» Specialty 073 "Management" Specialization "Management of Foreign Economic Activity" Disciplines that form basic competencies - 72%, of which: general training disciplines – 27,5%, professional training disciplines – 40,7%, practical training disciplines – 3,8%. Disciplines at the choice of the higher education student - 28%, of which: general training disciplines – 5,5%, professional training disciplines – 22,5%.
Educational program orientation	Educational and professional
Educational program and specialization goals	General education in managemen of foreign economic activity with in-depth study of foreign trade transactions, advanced level

and objectives	of foreign languages. Key words: management, foreign economic activity, subject of foreign economic activity, foreign trade transactions.
Specific requirements	Practical training at foreign economic activity enterprises, Ministries and bodies regulating foreign economic activity.
4 – Career opportunities and further learning	
Career opportunities	Graduates can hold positions (by Classification of Occupations): foreign economic activity consultant foreign economic activity expert; export inspector; economic activity analyst; Assistant and Consultant of People's Deputy; international trade economist; customs clearance agent
Further learning	Possibility to follow programs of the second (Master's) cycle.
5 – Training and assesment	
Teaching and learning	Problem-oriented learning, based on conducting "active" lectures, namely, lectures-visualizations, lectures-consultations, problem lectures, practical classes with the elements of business simulation game, storey telling, case studies .
Assessment	Forms of control: written examinations, practical training, individual tasks, tests, defense of term papers (projects), graduate paper defence
6 – Program competences	
Integral competence	The ability to solve complex specialized problems and practical problems in the field of management or in the process of learning, applying management theories and methods

<p>General competence</p>	<p>GC 1. Ability for abstract thinking, analyzing and synthesis and establishment of interrelations between social and economic phenomena and processes.</p> <p>GC 2. Ability to apply basic knowledge and understanding the principles of the management profession.</p> <p>GC 3. Ability to perform oral and written professional communication in state and foreign languages.</p> <p>GC 4. Skills of using information and communication technologies for searching, processing, analyzing and using information from different sources.</p> <p>GC 5. Ability to work in a team and to establish interpersonal interaction in solving professional problems.</p> <p>GC 6. The ability to establish and maintain multicultural relations on the basis of respect for the traditions and peculiarities of the national cultures of the partners.</p> <p>GC 7. The ability to identify the features of open national economies, international organizations, their economic interaction, historical aspect included.</p> <p>GC 8. Ability to organize and operate the company in accordance with environmental and security policies, sectoral norms and rules, providing the required level of individual and collective security in emergencies.</p> <p>GC 9. Ability to conduct research of economic phenomena and processes taking into account causal and spatio-temporal connections.</p> <p>GC 10. Understanding the needs and readiness for life-long learning, knowing the fundamentals of legal and financial literacy.</p> <p>GC 11. Knowing the fundamentals of time-management, ability to self-organization, self-education, self-motivation and self-control. Ability to act ethically, responsibly and consciously.</p> <p>GC 12. Mobility, readiness to respond quickly to changes in the business environment, innovation in thinking, initiative, ability to develop innovation, creativity. High adaptability, ability to change oneself and the company under the influence of exogenous and endogenous factors.</p>
<p>Professional competence</p>	<p>PC 1. Understanding theoretical bases of management of foreign economic activity: objective laws, conditions, processes and features.</p> <p>PC 2. Ability to analyze the results of foreign economic activity in dynamics, to conduct factor analysis, to determine the prospects of the company's development.</p> <p>PC 3. Ability to manage the organization and its divisions through the implementation of management functions.</p> <p>PC 4. Ability to choose and use modern management tools.</p> <p>PC 5. Ability to assess and ensure the quality of work performed.</p> <p>PC 6. Ability to create and organize effective communication in the management process.</p> <p>PC 7. Ability to analyze and structure the organization's problems, take well grounded managerial decisions.</p> <p>PC 8. Ability to form and demonstrate leadership skills and</p>

	<p>behavioral skills.</p> <p>PC 9. Knowledge of the norms of domestic and international legislation in the field of foreign economic activity.</p> <p>PC 10. The ability to assess the economic potential of the organization in the domestic and foreign markets</p> <p>PC 11. Knowledge of a typical algorithm for foreign trade operations.</p> <p>PC 12. Knowledge of accounting principles, taxation of foreign economic activity, peculiarities of currency transactions, the specifics of international payments, pricing methods when entering the external market.</p> <p>PC 13. Ability to substantiate the criteria for selecting counteragents in foreign economic activity</p> <p>PC 14. Knowledge of methodical approaches to calculation of indicators of economic and currency efficiency of foreign economic activity of the enterprise</p> <p>PC 15. Knowledge of the basics of the search, processing and analysis of information and analytical data in foreign economic activity</p> <p>PC 16. Knowledge of national stereotypes, ethics, bases of socially oriented behavior of subjects of foreign economic activity</p> <p>PC 17. Understanding the peculiarities of the use of international information analysis systems of target markets in foreign economic activity, knowledge of sectoral and field features.</p> <p>PC 18. Knowledge of tools to analyse internal subsystems of the subject of foreign economic activity and external business environment.</p>
--	---

7 Program learning outcomes (PLO)

	<p>PLO 1. To demonstrate knowledge of theories, methods and functions of management, modern leadership concepts.</p> <p>PLO 2. To demonstrate problem-solving skills and substantiation of managerial decisions.</p> <p>PLO 3. To demonstrate the skills of searching, collecting and analyzing information, calculating indicators for substantiating managerial decisions.</p> <p>PLO 4. To apply management methods to ensure the effectiveness of the organization's activities, innovation development</p> <p>PLO 5. To demonstrate skills of interaction, leadership, team work, to explain, to analyze and to implement communication in various areas of the organization.</p> <p>PLO 6. To apply effective tools of motivation of personnel of the enterprise-subject of foreign economic activity.</p> <p>PLO 7. To demonstrate knowledge of the basic laws of the development of economic systems.</p> <p>PLO 8. To assess the legal, social, economic and environmental implications of the organization's functioning. To apply knowledge concerning the legal support of foreign economic activity.</p> <p>PLO 9. To correctly use state and foreign languages in oral and written form.</p> <p>PLO 10. To demonstrate knowledge of Ukraine's participation in international economic relations, development of foreign economic relations of Ukraine, cooperation with international</p>
--	---

	<p>organizations.</p> <p>PLO 11. To be socially responsible and conscious in life safety, ethical issues, respect for diversity and multiculturalism.</p> <p>PLO 12. To have skills of individual work, flexible thinking, openness to new knowledge.</p> <p>PLO 13. To conduct research individually and / or in a group under the supervision of a leader.</p> <p>PLO 14. To have the skills to independently search and analyze information in international statistical databases, on official websites of State Fiscal Service, NBU, ministries and departments, the Antimonopoly Committee, industry associations, enterprises under investigation.</p> <p>PLO 15. To estimate the type and structure of the external market, to identify the foreign trade barriers.</p> <p>PLO 16. To apply methodical tools for studying the state and prospects of external markets, identifying the needs of the consumer</p> <p>PLO 17. To apply approaches to assessing modern processes of internationalization of production, globalization of trade and financial relations.</p> <p>PLO 18. To determine and justify the strategy of entering the external market.</p> <p>PLO 19. To establish contacts with a partner, negotiate, compile standard contracts, accompany their execution.</p> <p>PLO 20. To be able to calculate the price when conducting foreign trade operations.</p> <p>PLO 21. To determine the customs value, to calculate payments.</p> <p>PRN 22. To be able to fill in the customs declaration, placing goods in different customs regimes.</p> <p>PLO 23. To identify and distribute costs, risks and liability of counterparties in accordance with 2010 Incoterms.</p> <p>PLO 24. To identify the peculiarities and advantages of international shipment by various modes of transport, to substantiate the choice.</p> <p>PLO 25. To identify and take measures to minimize or level the risks of the subject of foreign economic activity, to analyze the efficiency of foreign economic activity of enterprises in the dynamics and taking into account the changes of some factors.</p>
8 – Resource support for program implementation	
Academic staff	<p>Project group: three people holding a Ph.D. degree in economics and / or a degree (a head of the educational program - Candidate of Economics, Associate Professor, members of the project group: 1 Ph.D. in economics, associate professor; 1 Candidate of Economics). Program implementation involves scientific and pedagogical staff with scientific degrees and / or academic degrees, as well as highly skilled specialists. In order to increase the professional level, all scientific and pedagogical workers undergo an internship once every five years.</p>
Facilities	<p>Premises for seminars and assessment with corresponding multimedia equipment.</p> <p>Laboratories, computer and specialized rooms of KNUTE.</p> <p>KNUTE infrastructure.</p>
Informational, teaching	<p>The existing MOODLE distance learning system provides</p>

and learning materials	individual training. KNUTE fully meets the technological requirements for educational, methodological and informational provision of educational activities.
9 – Academic mobility	
National credit mobility	It is envisaged by the legislation and is applicable when taking innovative courses, disciplines that are not taught in the home higher educational institution. The provision on academic mobility has been developed.
International credit mobility	The University has concluded agreements on cooperation between KNUTE and higher education institutions, in which partner exchange and student training are carried out. In addition, international academic mobility is carried out under international programs and projects within Erasmus + in particular with the following universities: Krakow University of Economics (Poland, Krakow), Szczecin University (Poland, Szczecin), Audencia Nantes School of Management; Grenoble Alpes University (Université Grenoble Alpes), Université Paris-Est Creteil (France, Paris), University of Central Lancashire (Great Britain, Preston), University of Hohenheim (Germany, Stuttgart) , Piraeus University of Applied Sciences (Greece, Piraeus), Sofia University “St. Kliment Ohridski” (Bulgaria, Sofia). Foreign students study in academic groups.
Training of foreign students	For foreign students, the discipline "The Ukrainian Language" is taught within 1-7 semesters with according to an individual schedule by teachers who have completed special training in teaching Ukrainian as a foreign language.

2. List of educational program and their logical order

2.1. List of educational program components

№	Educational Program components (academic disciplines, course projects (work), practices, qualifying exam graduation work)	Total credits	Final assessment
1	2	3	4
Compulsory components (CC)			
CC 1.	Foreign language for specific purposes	36	
CC 2.	Philosophy	6	
CC 3.	Higher and Applied Mathematics	6	
CC 4.	Ecology	6	
CC 5.	Law	6	
CC 6.	International trade and economic computer science	6	
CC 7.	Economic theory	6	
CC 8.	Commodity nomenclature of foreign economic activity	6	
CC 9.	Microeconomics	6	
CC 10.	Statistics	6	
CC 11.	Macroeconomics	6	
CC 12.	International Economic Relations	6	

CC 12.1.	Term Paper in international economic relations	6	
CC 13.	World market of goods and services	6	
CC 14.	Economics and finance of the enterprise	6	
CC 15.	Management	6	
CC 16	Foreign economic activity of the enterprise		
CC 17.	Accounting	6	
CC 18.	Organization of foreign trade operations	7,5	
CC 18.1	Term paper in the organization of foreign trade operations		
CC 19.	Modeling of financial and economic activity of the enterprise	9	
CC 20.	Marketing	6	
CC 21.	International management	6	
Physical Education			
Total credits for compulsory components:		154,5	
Optional block of courses (OB)			
OB 1.1.	History of Ukraine	6	
OB 1.2.	History of Ukrainian Culture	6	
OB 1.3.	Aesthetics	6	
OB 1.4.	Cultural heritage of Ukraine	6	
OB 1.5.	National interests in world geopolitics and geo-economics	6	
OB 1.6.	Public Speaking	6	
OB 1.7.	World culture	6	
OB 1.8.	Religious studies	6	
OB 1.9.	Ukrainian language for specific purposes	6	
OB 2.1.	State regulation of Economy	6	
OB 2.2.	Country Studies	6	
OB 2.3.	History of Economics and Economic Thought	6	
OB 2.4.	Ukraine economy	6	
OB 2.5.	Basics of entrepreneurship	6	
OB 3.1.	Diplomatic and business protocol and etiquette	6	
OB 3.2.	Business ethics	6	
OB 3.3.	Logics	6	
OB 3.4.	Politology	6	
OB 3.5.	Psychology	6	
OB 3.6.	Social Leadership	6	
OB 3.7.	Sociology	6	
OB 4.1.	Health and Safety	6	
OB 4.2.	Commercial law	6	
OB 4.3.	Public administration and local self-governance	6	
OB 4.4.	Contract law	6	
OB 4.5.	Electronic document flow	6	
OB 4.6.	Goods and Services Market Statistics	6	
OB 4.7.	Finance, money and credit	6	
OB 5.1.	Analysis of economic activity	6	
OB 5.2.	Economic analysis	6	

OB 5.3.	European integration	6	
OB 5.4.	Macroeconomic analysis	6	
OB 5.5.	Microeconomic analysis	6	
OB 5.6.	Commodity studies	6	
OB 6.	The second foreign language	12	
OB 7.1.	Foreign Economic Relations of Ukraine	6	
OB 7.2.	Logistics	6	
OB 7.3.	Accounting and financial reporting according to international standards	6	
OB 7.4.	Operational management	6	
OB 8.1	International trade	6	
OB 8.2.	International credit-settlement and currency transactions	6	
OB 8.3.	International organizations	6	
OB 8.4.	International transportation	6	
OB 8.5.	Strategic management of the enterprise	6	
OB 8.6.	Innovation management	6	
OB 8.7	HR management	6	
Total credits for optional components:		60	
3. Practical training			
Practical training 1		3	3
Practical training 2		6	3
Total		9	
4. Final assessment			
Preparation assessment		3	
Preparation of graduate paper and defense		6	
Total		9	
TOTAL NUMBER OF CREDITS		240	

3. Form of Student's Final Assessment

The assessment of students majoring in of Foreign Economic Activity is carried out in the form of the graduate paper defense and is followed by issuing the relevant document on awarding the Bachelor's Degree indicating the qualification: Bachelor's Degree in Management, Management of Foreign Economic Activity.

The assessment shall be public.

4. Program Competences and EP Components Matrix

	CC1	CC2	CC3	CC4	CC5	CC6	CC7	CC8	CC9	CC10	CC11	CC12	CC12.1	CC13	CC14	CC15	CC16	CC17	CC18	CC18.1	CC19	CC20	CC21
GC 1		•	•			•	•																
GC 2																•							
GC 3	•																						
GC 4						•		•	•						•								
GC 5																•							
GC 6	•																						
GC 7							•				•	•	•	•									
GC 8				•	•																		
GC 9		•	•				•			•		•	•	•									
GC10					•																		
GC11		•														•							
GC 12																•						•	
PC 1																	•				•		•
PC 2																	•		•	•	•		
PC 3																•							•
PC 4																•							•
PC 5																•							
PC 6	•															•							
PC 7																•							
PC 8																•							
PC 9				•	•												•						
PC10									•								•		•	•	•		
PC11																			•	•			
PC 12															•		•	•	•	•			
PC 13																	•		•	•			•
PC 14																	•		•	•	•		•
PC 15						•		•						•				•	•	•			

