

3. Educational Program.

3.1. Educational Program Profile

Director of the Bachelor's degree programme "Commodity Science and Organization of Foreign Trade" – Osievska V., Associate Professor, Doctor of Sciences

1 – Загальна інформація	
Full name of IHE and structural unit	State University of Trade and Economics, Faculty of Trade and Marketing, the Department of Commodity Studies and Customs Affairs
Academic degree and qualification title in the original	Bachelor's degree in higher education Subject area "Entrepreneurship and trade"
Educational Program Title	Commodity Science and Organization of Foreign Trade
Compliance with the standard of higher education of the Ministry of Education and Science of Ukraine	It corresponds to the NQF of the Ministry of Education and Science of Ukraine
Diploma type and volume of the program	Bachelor's degree , 240 credits ECTS, training period 3 year 10 months
Accreditation	Ministry of Education and Science of Ukraine Accreditation Certificate ND No. 1196398 dated 21.11.2017 valid until 01.07.2024
Cycle/Level	HPK of Ukraine – level 6, FQ-EHEA – first cycle, EQFLLL – level 6
Preconditions	Availability of a complete general secondary education / junior specialist's degree
Language(s) of instruction	Ukrainian
Duration	1 July 2024
Educational Program Link	https://knute.edu.ua
2 – Educational program aim	
Formation of general and professional competencies of professionals capable of solving practical problems and complex specialized tasks in entrepreneurship and foreign trade	
3 – Educational Program General Information	
Subject Area	<ul style="list-style-type: none"> ▪ Subject: activities related to the organization and operation of entrepreneurial, commercial and exchange structures, carried out to achieve economic and social outcomes. ▪ Learning objective: to develop in higher education students the competencies necessary for professional activities in the field of entrepreneurship, foreign trade and exchange activities. ▪ Theoretical content of the subject area: scientific theories, provisions, concepts, principles of entrepreneurship, trade and exchange activities, and the methodology of their application for the organization and effective functioning of entrepreneurial, and exchange structures. ▪ Methods, methodologies, and technologies that a graduate should

	<p>master for practical application:: general scientific and specialized methods, professional methodologies, and technologies for solving tasks related to the organization, effective functioning, and development of entrepreneurial, commercial and exchange structures.</p> <ul style="list-style-type: none"> ▪ Equipment: information and communication systems and technologies, specialized instruments and equipment for trade and/or entrepreneurial and exchange activities, specialized software
Educational Program Orientation	The program is educational-professional, applied, aimed at training specialists capable of using knowledge and skills in merchandising and foreign economic activity for the effective functioning of entrepreneurial and commercial structures
Educational Program and Specialization Goals and Objectives	<p>General higher education in the field of Management and Administration with a specialty in 'Entrepreneurship, Trade and Exchange Activity.' The program focuses on acquiring knowledge and skills in merchandise evaluation, assortment formation, goods declaration, and compliance with tariff and non-tariff measures in the conduct of foreign economic activities.</p> <p><i>Keywords:</i> entrepreneurship, trade, merchandising, customs, foreign trade.</p>
Specific requirements	The program includes basic, theoretical, and practical training in the field of entrepreneurship and trade. Practical training is conducted at manufacturing, trading enterprises, and organizations engaged in foreign economic activities.
4 – Career Opportunities and Further Learning	
Career opportunities	<p>Graduates of the program can hold entry-level positions in accordance with the professional job titles that are part of the following classification groups (according to the Occupational Classification DK003:2010):</p> <ul style="list-style-type: none"> 3152 Product Quality Control Inspector; 3411 Broker; 3411 Dealer; 3415 Sales Agent; 3415 Sales Representative; 3415 Commercial Trader; 3415 Industrial Trader; 3415 Traveling Salesman; 3415 Technical Trader; 3416 Merchandiser; 3419 Merchandiser; 3419 Supply Organizer; 3419 Sales Organizer; 3419 Trade Inspector; 3419 Merchandise Inspector; 3421 Trade Broker (Agent); 3422 Customs Clearance Agent for Cargo and Goods; 3422 Cargo Transfer Agent at Border Station (Point); 3429 Business and Advertising Trader; 3436.1 Assistant Manager of an Enterprise (Institution, Organization); 3436.2 Assistant Manager of another Primary Unit; 3436.3 Assistant Manager of a Small Enterprise without

	Management Apparatus; 3449 State Inspector of Product Quality and Trade.
Further learning	Continuation of education for a Master's degree
5 – Training and Assessment	
Teaching and learning	Student-centered and problem-oriented learning is used, along with learning through practical training and self-study
Assessment	Current control, course projects, written exams. Final certification involves taking a certification exam. Evaluation is carried out in accordance with the 'Regulations on the Assessment of Learning Outcomes of Students and Postgraduates' and the 'Regulations on the Organization of the Educational Process for Students'
6 – Program Competences	
Integral Competence (IC)	The ability to solve complex specialized tasks and problems in the field of entrepreneurial and trade activities or in the learning process, which involves the application of theories and methods of organization and functioning of entrepreneurial and trade structures and is characterized by complexity and uncertainty of conditions.
General Competence (GC)	GC 1. Ability for abstract thinking, analysis, and synthesis. GC 2. Ability to apply acquired knowledge in practical situations. GC 3. Ability to communicate in the state language both orally and in writing. GC 4. Ability to communicate in a foreign language. GC 5. Skills in using information and communication technologies. GC 6. Ability to search for, process, and analyze information from various sources. GC 7. Ability to work in a team. GC 8. Ability to show initiative and enterprise. GC 9. Aspiration to preserve the environment. GC 10. Ability to act responsibly and consciously. GC 11. Ability to exercise one's rights and duties as a member of society, understand the values of a civil (free democratic) society and the necessity of its sustainable development, the rule of law, and human and civil rights and freedoms in Ukraine. GC 12. Ability to preserve and multiply the moral, cultural, scientific values and achievements of society based on an understanding of the history and patterns of development of the subject area, its place in the general system of knowledge about nature and society, and in the development of society, technology, and technologies, and to use various types and forms of physical activity for active recreation and leading a healthy lifestyle."
Professional Competence (PC)	PC 1. Critical reflection on the theoretical foundations of entrepreneurial, trade and exchange activities. PC 2. Ability to choose and use appropriate methods and tools to justify decisions regarding the creation and functioning of entrepreneurial, trade and exchange structures. PC 3. Ability to operate in interaction with market entities. PC 4. Ability to apply innovative approaches in the activities of entrepreneurial, trade and exchange structures. PC 5. Ability to determine and evaluate the characteristics of goods and services in entrepreneurial, trade and exchange activities. PC 6. Ability to operate in compliance with the requirements of regulatory documents in the field of entrepreneurship, trade and exchange activities.

	<p>PC 7. Ability to identify and perform professional tasks related to organizing the activities of entrepreneurial, trade and exchange structures.</p> <p>PC 8. Ability to apply the basics of accounting and taxation in entrepreneurial, trade and exchange activities.</p> <p>PC 9. Ability to organize foreign economic activities of entrepreneurial, trade and exchange structures.</p> <p>PC 10. Ability for business planning, market analysis, and evaluating the performance in the field of entrepreneurship, trade and exchange activities, considering risks.</p> <p><i>PC 11. Ability to conduct entrepreneurial activities based on logistics principles.</i></p> <p><i>PC 12. Ability to assess the assortment, quality, and safety of goods in accordance with international and European legislation.</i></p> <p><i>PC 13. Ability to declare goods and provide customs brokerage services in the conduct of foreign economic activities.</i></p>
7 – Program Learning Outcomes	
	<ol style="list-style-type: none"> 1. Utilize basic knowledge of entrepreneurship, trade and exchange activities and critical thinking, analysis, and synthesis skills for professional purposes. 2. Apply acquired knowledge to identify, formulate, and solve tasks in various practical situations in entrepreneurship, trade and exchange activities. 3. Possess skills in written and oral professional communication in both Ukrainian and foreign languages. 4. Use modern computer and telecommunications technologies for exchanging and disseminating professionally oriented information in the field of entrepreneurship, trade and exchange activities. 5. Organize the search, independent selection, quality processing of information from various sources to form databases in the field of entrepreneurship, trade and exchange activities. 6. Work effectively in teams and have interpersonal interaction skills that help achieve professional goals. 7. Demonstrate initiative in various directions of professional activity and take responsibility for outcomes. 8. Apply acquired knowledge and skills to initiate and implement measures in environmental conservation and ensure safe operations of entrepreneurial, trade and exchange structures. 9. Understand the requirements for activities within the specialty, aimed at ensuring sustainable development of Ukraine, strengthening it as a democratic, social, and legal state. 10. Act socially responsibly based on ethical, cultural, scientific values, and achievements of society. 11. Possess conceptual scientific and practical knowledge in the field of entrepreneurship, trade and exchange activities necessary for further practical application. 12. Possess methods and tools to justify management decisions regarding the creation and functioning of entrepreneurial, trade and exchange structures. 13. Apply knowledge of interactions between market entities to ensure the activities of entrepreneurial, trade and exchange structures.

	<p>14. Apply innovative approaches in entrepreneurial, trade and exchange activities.</p> <p>15. Evaluate the characteristics of goods and services in entrepreneurship, trade and exchange activities using modern methods.</p> <p>16. Understand the regulatory framework for the activities of entrepreneurial, trade and exchange structures and apply it in practice.</p> <p>17. Solve professional tasks related to organizing the activities of entrepreneurial, trade and exchange structures and solve problems in crisis situations considering external and internal influences.</p> <p>18. Understand the basics of accounting and taxation in entrepreneurship, trade and exchange activities.</p> <p>19. Apply knowledge and skills to ensure effective organization of foreign economic activities of entrepreneurial, trade and exchange structures considering market conditions and current legal norms.</p> <p>20. Understand the basics of business planning, market analysis, and evaluating the results of entrepreneurial, trade and exchange structures considering risks.</p> <p>21. <i>Ability to establish logistics channels for goods supply and make informed decisions in international commodity circulation.</i></p> <p>22. <i>Evaluate the assortment, safety, and quality of goods according to current legislation.</i></p> <p>23. <i>Ability to declare goods and provide customs brokerage services in conducting foreign economic activities.</i></p>
8 – Resource Support for Program Implementation	
Academic staff	<p>All academic and teaching staff responsible for the educational-professional program have professional knowledge and possess skills in the field of entrepreneurship and trade. They correspond to the qualifications required by the profile and direction of the disciplines they teach, and have the necessary teaching experience and practical work experience.</p> <p>During the organization of the educational process, professionals with experience in research, management, innovation, creative, and professional work, as well as foreign lecturers, are involved. Participation of foreign experts and practitioners in teaching disciplines of the professional training cycle is possible.</p>
Facilities	<p>The material and technical support is based on classrooms, computer labs, laboratories, and specialized rooms equipped with modern software resources, ensuring high-quality training of bachelor's students throughout the entire program cycle 'Commodity Science and Organization of Foreign Trade.'</p>
Informational, Teaching and Learning Materials	<p>General scientific and specialized sources of information on entrepreneurship and trade, educational and methodological literature, monographs, information resources of the distance learning system, and the Internet network.</p> <p>The official website https://knute.edu.ua/ contains information about educational programs, educational, scientific, and educational activities, structural units, admission rules, and contacts.</p>
9 – Academic Mobility	
National Credit	<p>The national credit mobility is carried out according to the concluded</p>

Mobility	agreements on academic mobility
International Credit Mobility	International credit mobility is implemented through the conclusion of agreements on international academic mobility (Erasmus+), double degree programs, long-term international projects involving student exchange, issuance of double degrees, and so on.
Training of Foreign Students	Conditions and specifics of the educational program in the context of teaching foreign citizens: knowledge of the Ukrainian language at a level not lower than B1.

2. List of Educational Program Components and Their Logical Order

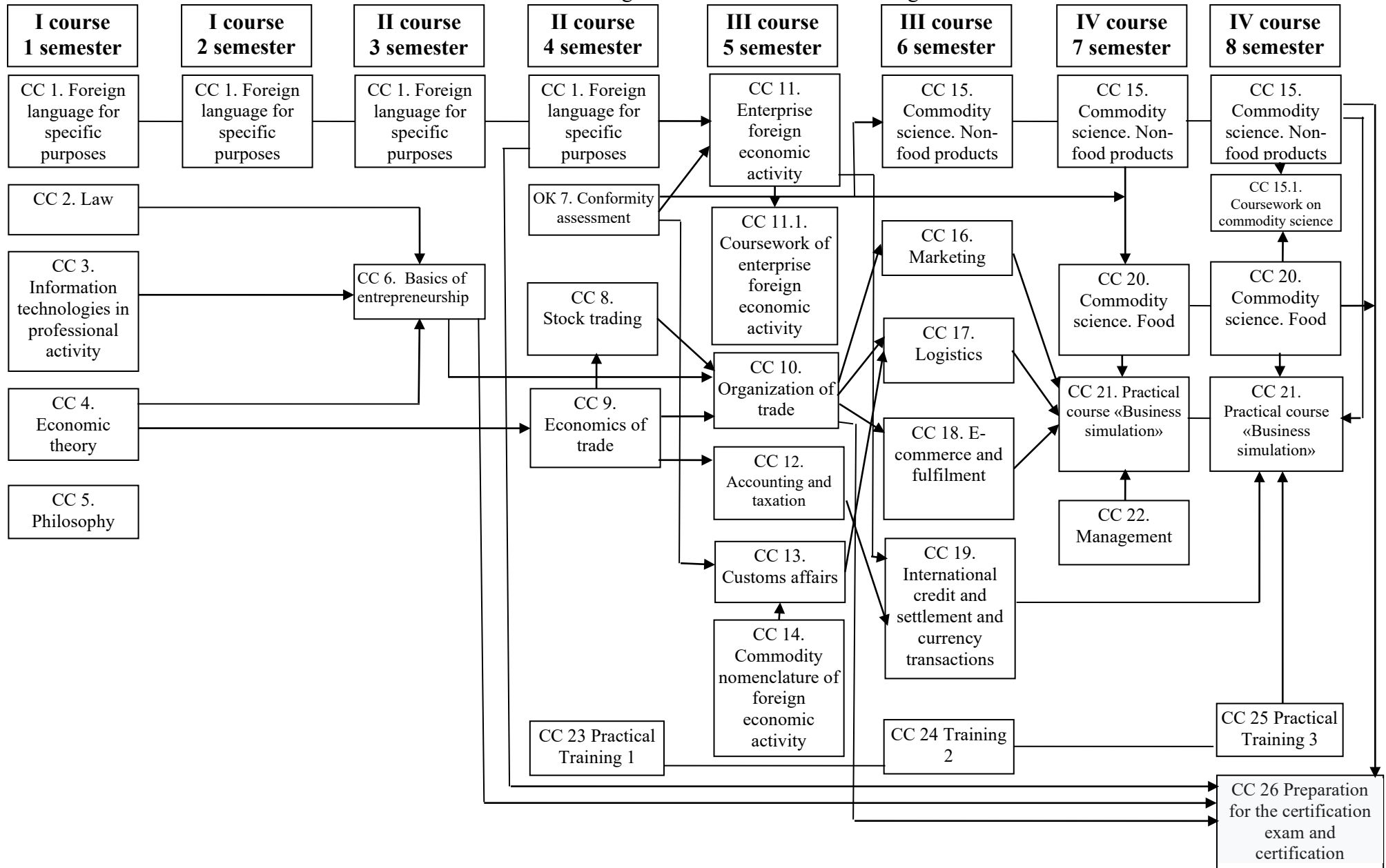
2.1. Educational Program Components

№	Educational Program Components (disciplines, term projects (papers), practical training qualification exam, graduate paper) Total credits	Total credits
1	2	3
Compulsory Components (CC) of EP		
CC 1	Foreign language for specific purposes	21
CC 2	Law	6
CC 3	Information technologies in professional activity	6
CC 4	Economic theory	6
CC 5	Philosophy	6
CC 6	Basics of entrepreneurship	6
CC 7	Conformity assessment	4,5
CC 8	Stock trading	6
CC 9	Economics of trade	6
CC 10	Organization of trade	6
CC 11	Enterprise foreign economic activity	6
CC 11.1	Coursework of enterprise foreign economic activity	
CC 12	Accounting and taxation	6
CC 13	Customs affairs	6
CC 14	Commodity nomenclature of foreign economic activity	6
CC 15	Commodity science. Non-food products	15
CC 15.1	Coursework on commodity science	
CC 16	Marketing	6
CC 17	Logistics	6
CC 18	E-commerce and fulfilment	6
CC 19	International credit and settlement and currency transactions	6
CC 20	Commodity science. Food	12
CC 21	Practical course «Business simulation»	9
CC 22	Management	6
CC 23	Practical Training 1	4,5
CC 24	Practical Training 2	3
CC 25	Practical Training 3	6
CC 26	Preparation for the certification exam and certification	3
Total Credits for Compulsory Components:		180
Optional Components (OC) of EP		
OC 1	Life safety	6
OC 2	Safety of goods and the environment	6
OC 3	Higher and applied mathematics	6
OC 4	Commercial law	6
OC 5	Diplomatic and business protocol and etiquette	6

OC 6	Real estate economics	6
OC 7	Product aesthetics and design	6
OC 8	Business ethics	6
OC 9	Information wars	6
OC 10	History of Ukraine	6
OC 11	History of Ukrainian Culture	6
OC 12	Category management	6
OC 13	Cultural heritage of Ukraine	6
OC 14	Logic	6
OC 15	Materials science and the basics of goods production technology	6
OC 16	Customs brokerage services	6
OC 17	International audit	6
OC 18	National interests in world geopolitics and geoeconomics	6
OC 19	Public speaking	6
OC 20	Fundamentals of cyber security	6
OC 21	Business law	6
OC 22	The tax system	6
OC 23	Politology	6
OC 24	Legal regulation of foreign economic activity	6
OC 25	Psychology	6
OC 26	Psychology of trade	6
OC 27	Religious studies	6
OC 28	World culture	6
OC 29	World market of goods and services	6
OC 30	Sensory analysis	6
OC 31	Social leadership	6
OC 32	Sociology	6
OC 33	Standardization, metrology and quality management	6
OC 34	Statistics	6
OC 35	Theoretical foundations of commodity science	6
OC 36	Commodity science. Antiques	6
OC 37	Commodity science. Flowers	6
OC 38	Commodity science. Packaging materials and containers	6
OC 39	Commodity science. Fuel and lubricating materials	6
OC 40	Commodity science. Means of transport	6
OC 41	Commodity science. Civilian weapon	6
OC 42	Commercial equipment	6
OC 43	The Ukrainian language for specific purposes	6
OC 44	Physical research methods	6
OC 45	Chemistry	6
OC 46	Target communicative English language course	6
Total Credits for Optional Components:		60
Assessment		
	Final exam preparation and defense	3
TOTAL NUMBER OF EP CREDITS		240

The final assessment for all educational program components is exam

2.2. Structural and logical scheme of Educational Program



3.3. Form of Attestation of Applicants of Higher Education

Attestation is carried out in the form of a qualification exam.

The qualifying examination should provide for the assessment of learning outcomes defined by the standard of higher education and the corresponding educational program.

4.1. Matrix of correspondence of program competencies to mandatory components of the educational program

Компоненти Компетентності	OC 1	OC 2	OC 3	OC 4	OC 5	OC 6	OC 7	OC 8	OC 9	OC 10	OC 11	OC 11.1	OC 12	OC 13	OC 14	OC 15	OC 15.1	OC 16	OC 17	OC 18	OC 19	OC 20	OC 21	OC 22	OC 23	OC 24	OC 25	OC 26
GC 1					+																							+
GC 2							+		+	+			+	+		+	+					+	+		+	+	+	+
GC 3	+													+					+			+						+
GC 4																												+
GC 5			+																	+			+					+
GC 6	+							+						+		+	+	+				+	+					
GC 7							+									+	+					+		+	+	+	+	
GC 8						+		+																+	+	+	+	
GC 9							+									+	+					+						
GC 10		+			+									+													+	
GC 11		+																										
GC 12				+	+																							
PC 1				+		+		+																	+	+	+	+
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PC 3							+	+		+	+	+		+					+	+	+		+			+	+	
PC 4						+													+						+			
PC 5							+	+								+	+					+				+	+	+
PC 6		+					+	+			+	+		+	+	+	+					+					+	+
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PC 11						+				+	+	+							+		+		+				+	+
PC 12		+					+									+	+					+	+		+	+	+	+
PC 13														+	+												+	+

4.2. Matrix of correspondence of program competencies to selective educational components

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	CC 1	CC 2	CC 3	CC 4	CC 5	CC 6	CC 7	CC 8	CC 9	CC 10	CC 11	CC 12	CC 13	CC 14	CC 15	CC 16	CC 17	CC 18	CC 19	CC 20	CC 21	CC 22	CC 23	CC 24	CC 25	CC 26	CC 27	CC 28	CC 29	CC 30	CC 31	CC 32	CC 33	CC 34	CC 35	CC 36	CC 37	CC 38	CC 39	CC 40	CC 41	CC 42	CC 43	CC 44	CC 45	CC 46	
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GC 2						+						+			+															+			+										+	+		+	
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PC 13																+														+																	+

5.2. Matrix of provision of programmatic learning outcomes with corresponding mandatory components of the educational program

Компоненти Програмні результати навчання	ОС 1	ОС 2	ОС 3	ОС 4	ОС 5	ОС 6	ОС 7	ОС 8	ОС 9	ОС 10	ОС 11	ОС 11.1	ОС 12	ОС 13	ОС 14	ОС 15	ОС 15.1	ОС 16	ОС 17	ОС 18	ОС 19	ОС 20	ОС 21	ОС 22	ОС 23	ОС 24	ОС 25	ОС 26
1				+	+	+		+	+	+					+			+					+		+	+	+	+
2				+		+	+	+		+	+	+	+	+	+	+	+	+	+			+	+		+	+	+	+
3	+										+	+		+													+	+
4			+										+							+			+				+	
5	+		+					+						+	+			+		+							+	
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5.2. The matrix of provision of program learning outcomes with the relevant selective components of the educational program

Компоненти Програмні результати навчання	CC 1	CC 2	CC 3	CC 4	CC 5	CC 6	CC 7	CC 8	CC 9	CC 10	CC 11	CC 12	CC 13	CC 14	CC 15	CC 16	CC 17	CC 18	CC 19	CC 20	CC 21	CC 22	CC 23	CC 24	CC 25	CC 26	CC 27	CC 28	CC 29	CC 30	CC 31	CC 32	CC 33	CC 34	CC 35	CC 36	CC 37	CC 38	CC 39	CC 40	CC 41	CC 42	CC 43	CC 44	CC 45	CC 46		
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