

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

FACULTY OF TRADE AND MARKETING

EDUCATIONAL PROGRAM
European credit transfer system (ECTS)

field of study **07 «Management and administration»**

specialty **076 «Entrepreneurship, Trade and Stock
Exchange Activity »**

academic degree **«junior bachelor»**

3. Educational Program

3.1. Educational Program in specialty 076 «Entrepreneurship, Trade and Stock Exchange Activity »,

*Head of Educational Program – Candidate of Technical Sciences, Associate professor of Entrepreneurship, Trade and Stock Exchange Activity
Parhaeva N.V.*

1 – General information	
Full name of IHE and structural unit	Kyiv National University of Trade and Economics, Faculty of Trade and Marketing , Department of Entrepreneurship, Trade and Stock Exchange Activity
Academic degree and qualification title in the original	Degree of junior bachelor of Higher Education Specialty « Entrepreneurship, Trade and Stock Exchange Activity» educational and professional program «Entrepreneurship, Trade and Stock Exchange Activity»
Educational Program Title	«Entrepreneurship, Trade and Stock Exchange Activity »
Qualification Title (Degree), program credits and duration	Junior Bachelor’s degree, unitary, 120 credits ECTS Training period 1 year 10 months
Accreditation	Not accredited
Cycle/Level	Ukraine NQF – 5 level FQ-EHEA – short cycle, EQF-LLL – 5 level
Academic Background	Complete secondary education
Language(s) of instruction	Ukrainian
Program duration	
Educational Program Link	https://knute.edu.ua/
2 -Educational program aim	
Creating conditions for the student to master general and professional competencies that will contribute to his social mobility and competitiveness in the labor market; formation of social and personal qualities of graduates; acquisition of professionally-oriented knowledge, skills and ability to professionally solve typical professional tasks in the field of entrepreneurship, trade and exchange activities	
3 –Educational program general information	
Subject area (Field of study, speciality, and specialization)	Field of study 07 « Management and administration » Specialty 076 « Entrepreneurship, Trade and Stock Exchange Activity » educational and professional program «Entrepreneurship, Trade and Stock Exchange Activity»

Educational program orientation	Educational and professional. The program aims to provide primary education in entrepreneurship, trade and exchange activities.
Educational program and specialization goals and objectives	Initial degree of higher professional education in specialty 076 "Entrepreneurship, trade and exchange activities" Key words: entrepreneurship, trade, exchange activity, commodity science, goods, services
Specific requirements	The program is aimed at training specialists in the field of entrepreneurship, trade, consumer protection, exchange activities; initiative, capable of rapid adaptation in today's business environment; able to effectively apply modern research methods and tools, navigate in regulations and technical documentation. Practical training at production and trade enterprises
4. Career opportunities and further learning	
Career opportunities	According to the National Classifier of Ukraine "Classifier of Professions" DK 003: 2010, a candidate for higher education junior bachelor in specialty 076 "Entrepreneurship, trade and exchange activities" may hold primary positions in accordance with the professional titles of works that are part of the classification groups: 3411 - Specialist in exchange operations 3413 - Dealer (owner) 3415 - Trade agent 3415 - Sales representative 3415 - Commercial trader 3416 - Buyer 3421 - Brokers (intermediaries) for the purchase and sale of goods 3422 - Forwarder 5220 - Seller of non-food products 5220 - Seller of food products
Further learning	Training in educational programs of the first level for the purpose of obtaining the degree of higher education "bachelor"
5. Training and assessment	
Teaching and learning	Classroom and independent work on the basis of problem-oriented learning through a combination of lectures, laboratory and practical classes using modern educational technologies and techniques, with situational solution of practical problems, independent work based on literary and information sources, preparation for qualifying exam and certification
Assessment	Written exams, presentations of individual work, current and final control, qualifying exam. Assessment is carried out in accordance with the "Regulations on the assessment of learning outcomes of students and graduate students" in KNUTE, "Regulations on the organization of the educational process of students."
6. Program competences	
Integral competence (IC)	Ability to solve typical specialized problems and practical problems in the field of business, trade and exchange activities or in the learning process, which requires the application of provisions and methods of science, which form the concept of organization and functioning of business, trade, exchange structures and may be characterized by uncertainty; be responsible for the results of their activities; to exercise control over other

	persons in certain situations.
General competence (GC)	<p>GC 1. Ability to abstract thinking, analysis and synthesis.</p> <p>GC 2. Ability to apply the acquired knowledge in practical situations.</p> <p>LC 3. Ability to communicate in the state language both orally and in writing.</p> <p>GC 4. Ability to communicate in a foreign language.</p> <p>GC 5. Skills in the use of information and communication technologies.</p> <p>GC 6. Ability to search, process and analyze information from various sources.</p> <p>GC 7. Ability to work in a team.</p> <p>GC 8. Ability to show initiative and entrepreneurship.</p> <p>GC 9. Desire to preserve the environment.</p> <p>GC 10. Ability to act responsibly and consciously.</p> <p>GC 11. Ability to exercise their rights and responsibilities as a member of society, to realize the values of civil (free democratic) society and the need for its sustainable development, the rule of law, human and civil rights and freedoms in Ukraine.</p> <p>GC 12. Ability to preserve and multiply moral, cultural, scientific values and achievements of society based on understanding 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 physical activity for active recreation and a healthy lifestyle.</p>
Professional competence (PC)	<p>PC 1. Critical understanding of the theoretical foundations of business, trade and exchange activities.</p> <p>PC 2. Ability to choose and use appropriate methods, tools to justify decisions on the establishment, operation of business, trade and exchange structures.</p> <p>PC 3. Ability to carry out activities in the interaction of the subjects of market relations.</p> <p>PC 4. Ability to determine and evaluate the characteristics of goods and services in business, trade, exchange activities.</p> <p>PC 5. Ability to carry out activities in compliance with the requirements of regulatory documents in the field of business, trade and exchange activities.</p> <p>PC 6. Ability to identify and perform professional tasks to organize the activities of business, trade and exchange structures.</p> <p>PC 7. Ability to do business planning, assess market conditions and performance in the field of entrepreneurship, trade and exchange practices, taking into account the risks.</p>

7 - Program learning outcomes	
	<p>PLO 01. Use basic knowledge of entrepreneurship, trade and exchange activities and the ability to think critically, analyze and synthesize for professional purposes.</p> <p>PLO 02. Apply the acquired knowledge to identify, set and solve problems in different practical situations in business, trade and exchange activities.</p> <p>PLO 03. Have skills of written and oral professional communication in state and foreign languages.</p> <p>PLO 04. Use modern computer and telecommunication technologies for</p>

	<p>exchange and dissemination of professionally oriented information in the field of entrepreneurship, trade and exchange activities.</p> <p>PLO 05. Organize search, independent selection, high-quality processing of information from various sources for the formation of data banks in the field of entrepreneurship, trade and exchange activities.</p> <p>PLO 06. Ability to work in a team, to have skills of interpersonal interaction which allow to reach professional purposes.</p> <p>PLO 07. Demonstrate entrepreneurship in various areas of professional activity and take responsibility for the results.</p> <p>PLO 08. Apply the acquired knowledge and skills to initiate and implement measures in the field of environmental protection and safe operation of business, trade and exchange structures.</p> <p>PLO 09. Know the requirements for activities in the specialty, due to the need to ensure sustainable development of Ukraine, its strengthening as a democratic, social and legal state.</p> <p>PLO 10. Demonstrate the ability to act socially responsibly on the basis of ethical, cultural, scientific values and achievements of society.</p> <p>PLO 11. Demonstrate basic and structured knowledge in the field of entrepreneurship, trade and exchange activities for further use in practice.</p> <p>PLO 12. Ability to apply innovative approaches in business, trade and exchange activities.</p> <p>PLO 13. Evaluate the characteristics of goods and services in business, trade and exchange activities using modern methods.</p> <p>PLO 14. Know the basics of business planning, market assessment and performance of business, trade and exchange structures, taking into account the risks.</p>
8. Resource support for program implementation	
Academic staff	<p>Graduating and responsible for the training of junior bachelors is the Department of Trade Entrepreneurship and Logistics KNUTE. The head of the department has a doctorate and the academic title of associate professor.</p> <p>90% of teachers who provide the process of training junior bachelors in the educational program "Entrepreneurship, Trade and Exchange Activities" have a degree and / or academic title.</p> <p>All scientific and pedagogical workers are full-time teachers of KNUTE, have passed advanced training in Ukraine and abroad. The participation of practitioners in the teaching of disciplines of the training cycle is possible..</p>
Facilities	<p>Provision of training facilities, computer workstations, multimedia equipment in accordance with the requirements meets the need for training sessions.</p> <p>Use of laboratories, computer and specialized classrooms of KNUTE with modern hardware and software resources that provide quality training of bachelors in the educational program "Entrepreneurship, Trade and Exchange". To ensure the educational process, there are specialized educational and scientific laboratories.</p> <p>All the necessary social and household infrastructure of KNUTE, the number of places in dormitories meet the requirements.</p>
Informational, teaching and learning materials	<p>Official website of KNUTE with information about its activities (structure, licenses and certificates of accreditation, educational / educational-scientific / publishing / certification (scientific staff)</p>

	<p>activities, educational and scientific structural units and their composition, list of disciplines, rules of admission, contact information): https://knute.edu.ua.</p> <p>Library fund with access to databases of scientific periodicals, including in English of the corresponding or related profile.</p> <p>Use of the Management system of MOODLE KNUTE training and author's developments on disciplines of the curriculum of scientific and pedagogical workers: http://dist.knute.edu.ua</p>
9. Academic mobility	
National credit mobility	Agreements on academic mobility have been concluded on the basis of bilateral agreements between KNUTE and the Institution of higher education of Ukraine.
International credit mobility	Agreements on international academic mobility (Erasmus +), double diplomacy, long-term international projects, internships, etc. have been concluded.
Training of foreign students	Provides for the possibility of training foreign applicants for higher education. Teachers can teach subjects in a foreign language (English).

2. List of educational program components and their logical order

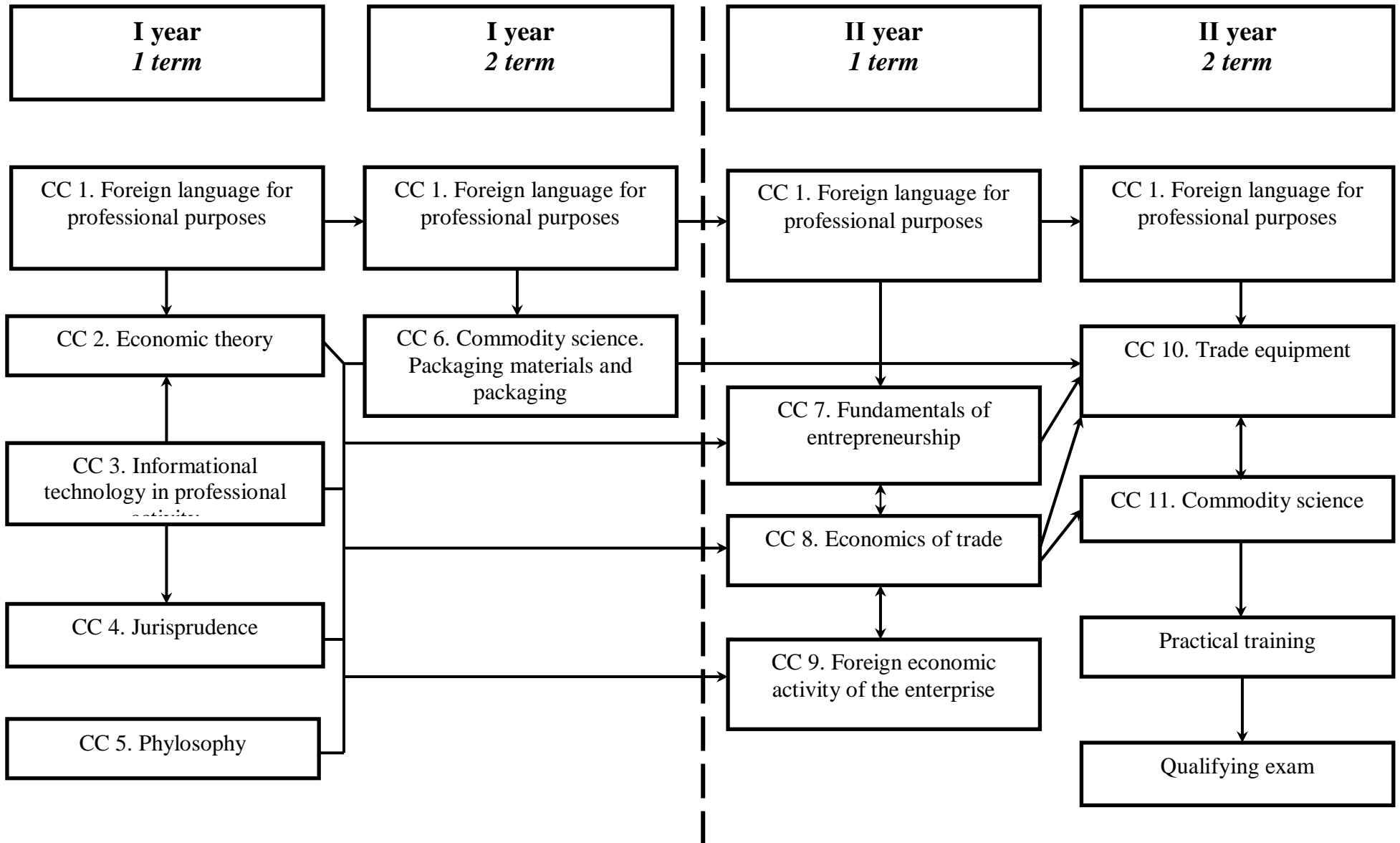
2.1 List of components of EP

№	Educational Program components (disciplines, term projects (papers), practical training qualification exam, graduate paper)	Total credits
1	2	3
Compulsory components of EP		
CC 1	Foreign language for professional purposes	21
CC 2	Economic theory	6

CC 3	Information technology in professional activities	6
CC 4	Science of law	6
CC5	Philosophy	6
CC 6	Commodity science. Packaging materials and packaging	6
CC 7	Basics of entrepreneurship	6
CC 8	Trade economy	6
CC 9	Foreign economic activity of the enterprise	6
CC 10	Trade equipment	4,5
CC 11	Commodity science	5
Total credits for compulsory components:		78,5
Optional components of EP		
OB 1	Safety of life	6
OB 2	Safety of goods	6
OB 3	Diplomatic and business protocol and etiquette	6
OB 4	Aesthetics	6
OB 5	Business ethics	6
OB 6	Consumer protection	6
OB 7	History of Ukraine	6
OB 8	History of Ukrainian Culture	6
OB 9	Cultural heritage of Ukraine	6
OB 10	Logic	6
OB 11	Materials science and basics of technology of production of goods	6
OB 12	International Economics	6
OB 13	National interests in world geopolitics and geoeconomics	6
OB 14	Public speaking	6
OB 15	Politology	6
OB 16	Psychology	6
OB 17	Religious studies	6
OB 18	World culture	6
OB 19	Sociology	6
OB 20	Standardization, metrology and quality management	6
OB 21	Social leadership	6
OB 22	Statistics	6
OB 23	Theory of industry markets	6
OB 24	Ukrainian language (for professional purposes)	6
OB 25	Physical research methods	6
OB 26	Finance, money and credit	6
OB 27	Chemistry	6
Total credits for optional components:		36
Practical training		
Intership		4,5
Certification		
Qualification exam		1
TOTAL NUMBER OF CREDITS		120

*exam is a form of final control for all components of educational program

3.3. Structural Logical scheme of Educational Program



3.4. Form of applicants certification for higher education

Attestation of the educational program graduates of specialty 076 "Entrepreneurship, trade and exchange activities" is carried out in the form of a qualifying exam and ends with the issuance of a standard document on awarding him a bachelor's degree with qualification: higher education degree bachelor's degree in "Entrepreneurship and trade" educational and professional program "Entrepreneurship, trade and exchange activities".

Certification is carried out openly and publicly.

3.4.1. Matrix of compliance of program competencies with the compulsory components of the educational program

Components Competences	CC 1	CC 2	CC 3	CC 4	CC 5	CC 6	CC 7	CC 8	CC 9	CC 10	CC 11
	GC 1		x			x					
GC 2							x	x	x		x
GC 3				x			x				x
GC 4	x										
GC 5			x								
GC 6			x								x
GC 7							x				
GC 8							x		x		
GC 9						x				x	x
GC 10				x			x		x		
GC 11		x		x			x				
GC 12				x	x		x				
SC 1		x					x	x			
SC 2		x					x	x			
SC 3							x		x		
SC 4						x					x
SC 5				x		x	x				x
SC 6				x		x	x	x		x	x
SC 7		x					x	x			

3.4.2. Matrix of compliance of program competencies with the optional components of the educational program

Components Competences	OB 1	OB 2	OB 3	OB 4	OB 5	OB 6	OB 7	OB 8	OB 9	OB 10	OB 11	OB 12	OB 13	OB 14	OB 15	OB 16	OB 17	OB 18	OB 19	OB 20	OB 21	OB 22	OB 23	OB 24	OB 25	OB 26	OB 27
GC 1										x																	
GC 2						x																					
GC 3																								x			
GC 4																											
GC 5																											
GC 6												x							x			x				x	x
GC 7			x		x									x					x		x						
GC 8																										x	
GC 9	x	x									x																
GC 10	x		x		x	x							x								x						
GC 11									x						x	x			x		x						
GC 12				x			x	x	x				x				x	x									
SC 1										x	x													x			
SC 2																						x				x	
SC 3												x													x		
SC 4		x									x										x					x	x
SC 5						x																					
SC 6			x		x																						
SC 7																						x					

3.4.3. Matrix for providing program learning outcomes (PLO) with relevant compulsory components of the educational program

Components Program learning outcomes	CC 1	CC 2	CC 3	CC 4	CC 5	CC 6	CC 7	CC 8	CC 9	CC 10	CC 11
PLO01		x			x		x	x			
PLO 02		x				x	x	x	x	x	x
PLO 03	x						x		x		x
PLO 04			x								
PLO 05			x			x					x
PLO 06							x				
PLO 07				x		x	x	x			x
PLO 08				x		x	x			x	x
PLO 09		x		x			x				x
PLO 10				x	x	x	x				x
PLO 11				x			x	x	x	x	x
PLO 12			x							x	x
PLO 13						x					x
PLO 14		x					x	x	x		

3.4.4. Matrix for providing program learning outcomes (PLO) with relevant optional components of the educational program

Components Program learning outcomes	OB 1	OB 2	OB 3	OB 4	OB 5	OB 6	OB 7	OB 8	OB 9	OB 10	OB 11	OB 12	OB 13	OB 14	OB 15	OB 16	OB 17	OB 18	OB 19	OB 20	OB 21	OB 22	OB 23	OB 24	OB 25	OB 26	OB 27
PLO 01										x	x									x			x			x	
PLO 02			x	x		x						x	x								x	x			x	x	x
PLO 03							x	x										x						x			
PLO 04																											
PLO 05																				x		x	x			x	
PLO 06			x		x									x		x			x		x			x			
PLO 07			x		x	x							x														
PLO 08	x	x			x	x					x									x							
PLO 09													x														
PLO 10							x	x	x						x	x	x	x	x								
PLO 11			x		x	x						x								x	x						
PLO 12																											
PLO 13		x																		x					x		x
PLO 14																						x					