

3. Educational program

3.1. Profile of the educational program in the specialty 073 «Management» (specialization «Industrial Management»)

Project Team Leader (Guarantor of educational program)

Candidate of Economic Sciences, Associate Professor, Associate Professor of Management Department of KNUTE Khmurova Victorya Valentynivna

1 – General information	
Full title of the higher educational establishment and the structural unit	Kyiv National University of Trade and Economics, Faculty of Economics, Management and Psychology, Department of Management
Higher Education Level and qualification title in the original language	Higher Education Level «Bachelor» Specialty «Management» Specialization «Industrial Management»
The official name of the Educational program	«Industrial Management»
Degree and total amount of the educational program	Bachelor's degree, unitary, 240 ECTS credits, term of study - 3 years 10 months
Accreditation	Certificate of accreditation issued by the Ministry of Education and Science of Ukraine (Ukraine) valid until July 1, 2024 in accordance with the order of the Ministry of Education and Science of Ukraine dated 19.12.2016 № 1565
Cycle / Level	LNQF of Ukraine - Level 6, FQ-EHEA - the First Cycle, EQF-LLL - Level 6
Prerequisites	<ul style="list-style-type: none">- Comprehensive General Secondary Education;- - conditions of admission to the program are regulated by the Rules of Admission to KNTEU.
Teaching Languages	Ukrainian
Validity of the educational program	Valid up to July 1, 2024.
Internet address for permanent description of the	https://knute.edu.ua

educational program	
2 – The purpose of the educational program	
<p>Bachelor's degree in trade management provides professional activities performance aimed at forming an effective management system in consumer goods industry as well as in food processing industry including its processes, in accordance with fundamental managerial concepts and principles, conducting research and analyzing its functioning in order to make effective management decisions.</p>	
3 – Characteristics of the educational program	
Subject area (field of knowledge, specialty, specialization (if any))	<p>The Field of Knowledge - 07 «Management and Administration» Specialty - 073 «Management» Specialization - «Industrial Management»</p>
Educational Program Orientation	<p>Educational-professional, applied, research. The program includes disciplines of social and humanitarian, fundamental natural science, professional and practical training. The content of the program focuses on professional competencies formation and development in industrial management and provides: dynamic, integrative and interactive management modern methods of decision-making mastering; abilities of effective management system establishing in consumer goods industry as well as in food processing industry including its processes; performing research and analysis of its functioning, ensuring consumer manufactured goods and foodstuffs safety as well as maintaining their quality management and industrial enterprises in general</p>
The main focus of the educational program and specialization	<p>Formation of professional competence of solving complex specialized problems and practical problems in the field of professional activity as well as in the learning process in accordance with certain theories and methods of industrial management. Keywords: organization, management, consumer goods industry industry, food processing industry, marketing, sales management, management decisions, risk management</p>
The Program Features	<p>The cycle of general and practical training includes studying disciplines, allowing to master the theoretical knowledge and practical skills in industrial management in both fields of consumer goods industry and food processing industry.</p>

4 – Eligibility of graduates for employment and further training	
Eligibility for employment	<p>The graduate is suitable for employment in positions according to the National Classifier of professions DK 003: 2010:</p> <p>1222.1 Production Director 1229.1 Deputy Director of the Department 1237.2 Team Leader (research, project firm). 1237.2 Efficiency Consultant. 1237.2 Efficiency and Productivity Expert. 1239 Project Manager in Material Sphere. 1312 The Head of Small Business (Firm). 2419.2 Efficiency and Productivity Consultant. 2419.2 Efficiency Consultant. 2418.2 Commodity Market Research Analyst. 315.2 Quality Control Inspector. 341.5 Industrial Trader. 3436.2 .Assistant Director of the Production Department.</p> <p>Professions, professional job titles according to the International Standard Classification of Occupations 2008 (ISCO-08):</p> <p>1213 Policy and Planning Managers 1219 Business Services and Administration Managers Not Elsewhere Classified 1222 Production and Operations Department Managers in Manufacturing 1223 Research and Development Managers in Construction 1227 Production and Operations Department Managers in Business Services 1229 Production and Operations Department Managers Not Elsewhere Classified 1232 Personnel and Industrial Relations Department Managers 1237 Research and Development Department Managers 2419 Business Professionals Not Elsewhere Classified.</p> <p>The graduate is able to work in the following areas of related professional activities: economic, marketing, foreign economic, educational research under the conditions of gaining relevant experience.</p>
Further training	<p>Education at the second (master) level of higher education FQ-EHEA, Level 7 EQF-LLL and Level 7 of the State professions classifier of Ukraine.</p>
5 – Teaching and assessment	
Teaching and	<p>The teaching style is targeted to student-centered, problem-</p>

learning	oriented and self-studying learning. Combined learning approach contains traditional and non-traditional teaching methods compilation with thematic, problem-based, review lectures, practitioners participation, presentations, discussions, case-study method including real problems solution, the settlement of analytical and situational cases, work in small groups, independent work of students, preparation of term papers, industrial practices (including educational training), tutorials.
Assessment	Types of control: current, final. Forms of control are current control in oral and written forms, tests and individual tasks, analytical and situational exercises performance, essays, digests, individual and team projects defense, internships reports, written exams, final certification (thesis defense), etc. Assessment is carried out in accordance with the «Regulations on the Students and Graduates Learning Outcomes Assessment» and «Regulations on the Educational Process Organization» at KNTEU.
6 – Program competences	
Integral competence	It considers the ability to solve complex specialized and practical issues in the field of industrial management or in the learning process, which involves the application of theories and methods of social and behavioral sciences characterized by the complexity and uncertainty of conditions.
General competences (GC)	The following abilities are considered: 1. The ability to exercise the rights and responsibilities, to realize the value of civil (democratic) society, its sustainable development, rule of law, human and civil rights and freedoms in Ukraine on being a society member. 2. The ability to preserve and enhance moral, cultural, scientific values and to enhance the society achievements in accordance with understanding the subject area genesis and its development, as well as its place in the general knowledge system about nature and society, technique and technology success for implementing different types of physical activity to keep a healthy lifestyle. 3. Capacity for abstract thinking, analysis and synthesis. 4. The ability to implement knowledge in practice. 5. Subject area awareness and professional activity understanding. 6. The ability to communicate in the state language both in verbal and written form. 7. The ability to communicate in a foreign language.

	<ol style="list-style-type: none"> 8. Information and communication technologies skills. 9. The ability to learn and master modern knowledge. 10. The ability to conduct research at the appropriate level. 11. The ability to adapt and act in a new situation. 12. The ability to generate new ideas (creativity). 13. Diversity and Multiculturalism appreciation and respect. 14. The ability to work in an international context. 15. The ability to act according to ethical considerations (motives).
Professional competencies of the speciality (PC)	<ol style="list-style-type: none"> 1. The ability to identify and describe the characteristics of the enterprise. 2. The ability to analyze the results of the enterprise performance, comparing them to the external and internal environment factors. 3. The ability to determine enterprise prospects. 4. The ability to identify functional areas of an enterprise and relations between them. 5. The ability to run the enterprise and its divisions with management functions involvement. 6. The ability to act sustainably and consciously. 7. The ability to choose and to apply modern management tools. 8. The ability to plan the enterprise activities and time management. 9. The ability to establish interpersonal interaction in a teamwork targeted to professional tasks solving. 10. The ability to evaluate and to ensure quality of the performed works, to maintain the staff motivation. 11. The ability to create and to set up efficient communications in the management process. 12. The ability to analyze and to structure the enterprise problems, to make reasonable decisions. 13. The ability to understand the principles and norms of law and to perform their implementation in professional activities. 14. The ability to understand psychology principles and to perform their implementation in professional activities. 15. The ability to formulate and to demonstrate leadership qualities and behavioral skills. 16. <i>The ability to form rational management models both of consumer goods industry and food processing industry and to evaluate the production efficiency.</i>
7 – Program studying outcomes	
	<ol style="list-style-type: none"> 1. Being aware of the rights and responsibilities as a member of society, understanding the values of a free democratic

	<p>society, the rule of law, human and civil rights and freedoms in Ukraine.</p> <ol style="list-style-type: none"> 2. Preserving moral, cultural, scientific values and as well as making a contribution to the society achievements, implementing different types of physical activity to keep a healthy lifestyle. 3. Revealing awareness of management theories, methods and functions, current Leadership concepts. 4. Providing problem-solving skills and substantiation of management decisions. 5. Providing Content Description of the enterprise functional areas. 6. Revealing skills in searching, collecting and analyzing information, calculating the indicators in order to justify management decisions. 7. Revealing skills in organizational design. 8. Implementing management methods to ensure an enterprise efficiency. 9. Revealing skills in interaction, leadership, teamwork. 10. Revealing skills in proving effective measures for the staff motivation of an enterprise. 11. Revealing skills in case analysis and communication in various areas of the enterprise activity. 12. Providing the legal, social and economic consequences of the enterprise performance assessment. 13. Providing communication in state and foreign languages in verbal and written forms. 14. Identifying stress causes, for own as well as for team members adaptation to stressful situations and finding out the ways for their neutralization. 15. Demonstrating the ability to act sustainably and consciously on the basis of ethical considerations (motives), revealing respect for diversity and interculturalism. 16. Revealing skills in performing independent work, flexible thinking, being ready to acquire new knowledge, being critical and self-critical. 17. Conducting individual and / or group research under the guidance of a leader. 18. <i>Revealing skills in developing proposals for management tasks content for industrial enterprises, using modern information technology.</i>
8 –Resource support for the program implementation	
Personnel support	The Department of Management of KNTEU carries out training as well as graduate of bachelors.

	<p>The Head of the Department has the degree of Doctor of Sciences and the academic title of Professor.</p> <p>96% of the lecturers providing the educational process of training bachelors in the educational program «Industrial Management», have a scientific degree and / or an academic title. Employment contracts have been concluded with academic staff.</p> <p>The participation of foreign specialists and practitioners in the disciplines teaching of the training cycle is available.</p>
Material and technical support	<p>Provision of premises for conducting training sessions and control activities - 4 sq. meters per person.</p> <p>60% of the lecture rooms are equipped with multimedia equipment.</p> <p>A specialized computer room with modern hardware and software resources providing efficient training for bachelors in the educational program are available.</p> <p>KNTEU Infrastructure contains libraries, including a reading room food outlets, assembly hall, gyms, stadium, medical center, dormitories.</p>
Information, studying and methodological support	<p>The scientific periodicals databases in English of the corresponding or related profile (several educational institutions are allowed an shared use of databases) are available.</p> <p>There is an official website of KNTEU, including basic information about its activities (structure, licenses and accreditation certificates, educational / educational-scientific / publishing / certification (scientific personnel) activities, educational and scientific departments and their composition, list of educational disciplines, admission rules, contact information) is available: https://knute.edu.ua</p> <p>Educational and methodical materials on educational disciplines of the curriculum are available in the Distance Learning Laboratory of KNTEU: http://ldn.knute.edu.ua</p>
9 – Credit Mobility	
National Credit Mobility	<p>Short-term training of students of all educational levels (excluding undergraduates the first year study) at predetermined courses for obtaining credits at the member countries universities of the Erasmus Program + with the obligatory recognition of learning outcomes (re-crediting) for a period of 3 months (minimum) up to 12 months (maximum). Internship / practice lasts from 2 to 12 months.</p>
International Credit Mobility	<p>International credit mobility is based on the agreements conclusion on international academic mobility Erasmus + Option K1 / Credit mobility, for obtaining a dual master's</p>

	degree, on long-term international projects involving student training etc.
Studying of foreign applicants for higher education	Studying on universal basis, subject to successful accomplishment of training for enrolment and adequate speaking Ukrainian on the level not lower than B1.

3.2. List of components of the educational program and their logical sequence.

3.2.1. List of components of the educational program *

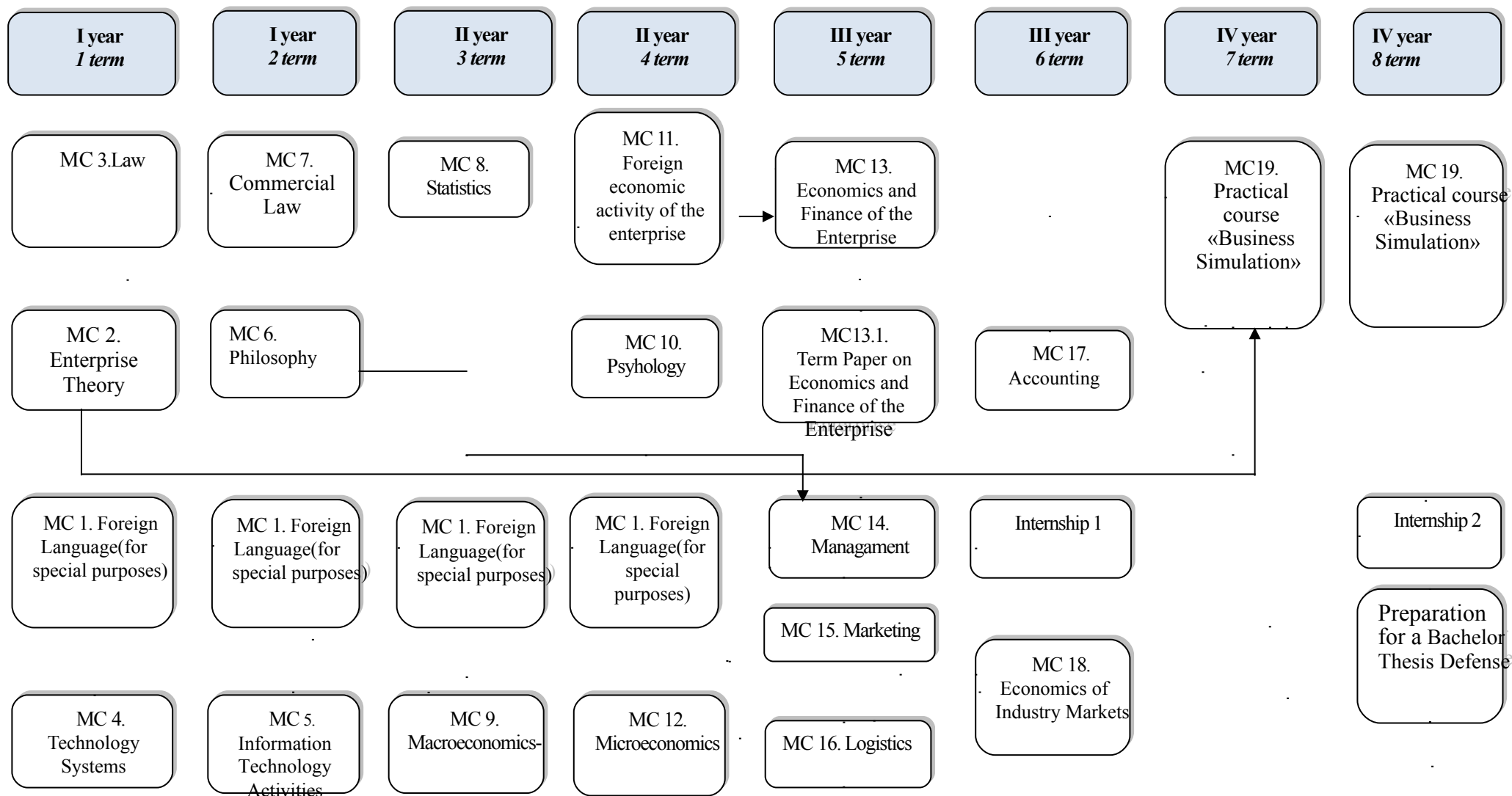
Code n / a	Components of educational (educational disciplines, term papers projects (works), practices, final qualification work	Number of credits
1	2	3
Mandatory program components		
MC 1	Foreign Language(for special purposes)	24
MC 2	Enterprise Theory	6
MC 3	Law	6
MC 4	Technology Systems	6
MC 5	Information Technology Activities	6
MC 6	Philosophy	6
MC 7	Commercial law	6
MC 8	Statistics	6
MC 9	Macroeconomics	6
MC 10	Psychology	6
MC 11	Foreign economic activity of the Enterprise	6
MC 12	Microeconomics	6
MC 13	Economics and Finance of the Enterprise	6
MC 13.1	Term Paper on Economics and Finance of the Enterprise	
MC 14	Management	6
MC 15	Marketing	6
MC 16	Logistics	6
MC 17	Accounting	4,5
MC 18	Economics of Industry Markets	4,5
MC 19	Practical course «Business Simulation»	6
The total amount of mandatory components		132
Selective program components		
SC 1	Codex Alimentarius	6
SC 2	Human Resources Management	6
SC 3	Analysis of Economic Activity	6
SC 4	Antimonopoly Regulation of Industry Markets	6
SC 5	Life Safety	6
SC 6	Goods Safety	6
SC 7	Internal Control	6
SC 8	Hygiene and Sanitation	6
SC 9	State Regulation of Economy	6
SC 10	State and Regional Governance	6
SC 11	Design	6
SC 12	Diplomatic and Business Protocol and Etiquette	6

SC 13	Ecology	6
SC 14	Econometrics	6
SC 15	Economics of Consumer Goods Industry	6
SC 16	Economy of Ukraine	6
SC 17	Economics of the food processing industry	6
SC 18	Economic statistics	6
SC 19	Economic Analysis	6
SC 20	E-commerce	6
SC 21	Electronic Document Management	6
SC 22	Business Ethics	6
SC 23	Engineering and Technologies Equipment	6
SC 24	Internet technologies in business	6
SC 25	History of Economics and Economic Thought	6
SC 26	History of Ukraine	6
SC 27	History of Ukrainian Culture	6
SC 28	Competitiveness of an Enterprise	6
SC 29	Cultural Heritage of Ukraine	6
SC 30	Logics	6
SC 31	Management of the Food Processing Industry	6
SC 32	Management of the Consumer Goods Industry	6
SC 33	Customs Business	6
SC 34	International Economic Relations	6
SC 35	Natiolan Interests in Global Geopolitics and Geoeconomics	6
SC 36	Equipage of Consumer Goods Industry	6
SC 37	Equipage of food Processing Industry	6
SC 38	Operations Management	6
SC 39	Public Speaking	6
SC 40	Public Relations Management	6
SC 41	Conformity Assessment	6
SC 42	The Tax System	6
SC 43	Politology	6
SC 44	Design of Food Processing Industry Enterprises	6
SC 45	Design of Consumer Goods Industry Enterprises	6
SC 46	Industrial Marketing	6
SC 47	Processes and Mashinery of Food Enterprises	6
SC 48	Advertising	6
SC 49	Religious Studies	6
SC 50	Risk Management	6
SC 51	World Culture	6
SC 52	World Market of Goods and Services	6
SC 53	Corporate Social Responsibility	6
SC 54	Social Leadership	6
SC 55	Sociology	6
SC 56	Market Statistics of Goods and Services	6
SC 57	Quality Statistics	6
SC 58	Strategic Management of the Enterprise	6
SC 59	Food Industry Technologies	6
SC 60	Consumer Goods Industry Technologies	6
SC 61	Startup Technology	6
SC 62	Labor Law	6
SC 63	Ukrainian Studies (for specific purposes)	6
SC 64	Innovation Management	6
SC 65	Public Procurement Management	6
SC 66	Finance, Money and Credit	6

Total Amount of Selective Components:	90
Practical training	
Internship 1	3
Internship 2	6
Total amount of practical training:	9
Assessment	
Preparation for a qualification exam and certification	3
Preparation for a Bachelor Thesis Defense	6
TOTAL AMOUNT OF THE EDUCATIONAL PROGRAM	240

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

3.2.2. Structural and logical scheme of educational program



3.3. Form of certification of higher education applicants

Certification of graduates of the specialty educational program 073 «Management» in the specialty «Industrial Management» is carried out in the form of the Bachelor Thesis Defense openly and publicly.

Qualification work should involve solving a complex specialized problem or practical problem in the field of management, characterized by complexity and uncertainty of conditions, using theories and methods of Economics.

Academic plagiarism, falsification or writing off are prohibited.

Bachelor Thesis is published on the official website of KNTEU.

3.4.1. Matrix of conformity of mandatory competencies with educational program components

components competencies	MC 1	MC 2	MC 3	MC 4	MC 5	MC 6	MC 7	MC 8	MC 9	MC 10	MC 11	MC 12	MC 13	MC 14	MC 15	MC 16	MC 17	MC 18	MC 19		
<i>General competencies</i>	1		+		+		+														
	2			+	+	+			+												
	3	+			+	+	+		+				+	+	+	+		+	+	+	
	4	+		+										+	+	+		+		+	
	5			+											+				+	+	
	6					+									+						
	7						+								+						
	8	+			+		+								+					+	
	9			+		+	+								+						
	10													+	+	+	+		+	+	
	11									+	+				+	+				+	
	12			+										+	+	+					
	13	+				+	+								+						
	14						+													+	
	15	+	+	+		+									+						
<i>Professional competencies</i>	1	+													+						
	2	+			+				+				+	+	+	+			+	+	
	3											+		+	+	+			+		
	4	+										+		+	+	+	+			+	
	5														+						
	6		+	+		+				+											
	7								+						+						
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	11						+								+	+			+	+	
	12								+					+	+					+	
	13		+				+	+													
	14					+					+				+						
	15										+				+						
	16													+	+				+	+	

3.5.1. Matrix of providing program studying results with mandatory components of educational program

Components	MC 1	MC 5	MC 3	MC 4	MC 2	MC 6	MC 7	MC 8	MC 9	MC 10	MC 11	MC 12	MC 13	MC 14	MC 15	MC 16	MC 17	MC 18	MC 19	
1			+				+													
2				+		+														
3		+												+						
4							+					+		+				+		+
5		+											+	+	+	+	+			+
6					+			+	+				+	+	+					+
7		+												+		+				
8													+	+						
9		+								+				+	+					+
10														+						
11	+	+						+				+		+	+				+	+
12			+					+			+		+	+						+
13	+								+					+						
14												+		+						
15	+	+												+						
16						+			+	+				+						
17		+		+										+					+	+
18					+														+	+

