3. Educational program

3.1. Profile of the educational program in the speciality 073 «Management» (specialization «Business management»)

Head of the project team (guarantor of the educational program) Candidate of Economic Sciences (PhD in Economics), Associate Professor Pidkaminnyi I.M.

	1 – General information
Full name of IHE	Kyiv National University of Trade and Economics,
and structural	Faculty of Economics, management and psychology,
subdivision	Department of Management
The degree of higher	The degree of higher education «bachelor»
education and the	specialty «Management»
name of the	specialization «Business management»
qualification in the	speeranization «Dasmess management»
language of the	
original	
The official name of	«Business management»
the educational	
program	
Type of diploma and	Bachelor's degree, unitary, 240 ECTS credits,
volume of	term of training 3 years 10 months
educational program	term of training 5 years to months
Availability of	The certificate of accreditation issued by the Ministry of education
accreditation	and science of Ukraine (Ukraine) valid up to July 01, 2024 in
accicultation	accordance with the order of MES of Ukraine dated 19.12.2016, No.
	1565
Cycle / Level	NQF of Ukraine – level 6,
Cycle / Level	FQ-EHEA – first cycle,
	EQF-LLL - level 6.
Prerequisites	- complete secondary education;
1 rerequisites	- the rules of admission to the program are regulated by the
	rules of admission to KNUTE
Language(s) of	Ukrainian
teaching	o Ki umum
The validity of the	Valid up to July 01, 2024
educational program	vana up to suly 01, 2021
Internet address of	https://knute.edu.ua
the permanent	
placement of the	
educational program	
description	
	2 – The purpose of the educational program
Training of specialists	capable on the basis of mastering the basic management concepts and
	nt professional business management activities aimed to form an
	nt professional business management activities aimed to form an system in a turbulent environment in order to make effective
effective management management decisions.	
effective management management decisions.	system in a turbulent environment in order to make effective
effective management management decisions.	system in a turbulent environment in order to make effective - Characteristics of the educational program

specialization)	
The educational	Educational-professional, applied, research.
program orientation	The program consists of disciplines of social and humanitarian,
program orientation	fundamental natural science, professional and practical training.
	The program is aimed at studying modern methods of enterprise
	management and at developing of skills to create and manage
	business in any type of economic activity in an unstable environment.
The main focus of	Formation of a set of theoretical knowledge and skills to solve
the educational	complex problems and practical problems in the field of professional
	activity with the use of modern theories and methods of business
program and	•
specialization	management. Key words: organization, management, business, management
	decisions, business strategy, strategic enterprise management, innovation, risk management.
Features of the	, i i i i i i i i i i i i i i i i i i i
	The cycle of general and practical training includes disciplines, which allow students to master the theoretical knowledge and practical skills
program	for the functioning and development of an effective business
	management system.
4 Fligibi	ility of graduates for employment and further training
Eligibility for	The graduate is eligible for employment and work in accordance
employment	with the National Classifier of Ukraine "Classifier of occupations"
employment	DK 003: 2010, in particular:
	1475.4 Supply Manager, Sales Manager.
	1496 Social and Corporate responsibility Manager
	2412.2 Labor Market Analyst
	2419.2 Enterprise Performance Specialist.
	2419.2 Public Procurement Specialist.
	2419.2 Commodity market research Analyst.
	3114 Information Communications Specialist.
	3411 Corporate Governance Specialist.
	3413 Real Estate Agent.
	3429 Business and Advertising services Specialist.
	3436.3 Assistant Manager of a small business without management.
	3436.1 Assistant of the General Manager (CEO) of the enterprise
	(institution, company).
	3436.1 Assistant of the Head of the department (division).
	Professions, job titles are eligible for work in accordance with the
	current edition of International Standard Classification of
	Occupations 2008 (ISCO-08):
	1223 Research and Development Managers
	1229 Production and Operations Department Managers Not
	Elsewhere Classified
	1227 Production and Operations Department Managers in Business
	Services
	1237 Research and Development Department Managers
	1222 Production and Operations Department Managers in
	Manufacturing
	2421 Management and Organization Analysts.
	2419 Business Professionals Not Elsewhere Classified
	Under the conditions of gaining relevant experience it can be adapted
	- *
	to the following areas of related professional activities: economic,
	to the following areas of related professional activities: economic, marketing, external economic, education, research.

	higher education according to the second cycle program FQ-EHEA,
	EQF-LLL - level 7, NQF of Ukraine - level 7.
	5 – Teaching and evaluation
Teaching and learning	Teaching course is focused on student-centered, problem-oriented learning and self-learning. The Combined approach to learning is used: combination of traditional and non-traditional teaching methods using thematic, problem-oriented, review lectures, including lectures- conferences with the participation of practitioners, conducting and application of presentations, discussions, case-study method with solving real tasks, calculation-analytical and situational tasks; work in small groups, extracurricular work of students, preparation of term papers, industrial practices (including educational training), teachers' consultations.
Evaluation	Types of evaluation : current, final evaluating the learning outcomes. Methods of evaluation : oral and written interviews (polls), tests and individual tasks, analytical and situational exercises, essays, digests, defense of individual and team projects, reports on internships, written exams, final certification (defense of the final qualification work), etc. The assessment is carried out in accordance with the "regulations on evaluating the learning outcomes of students and postgraduates" and "regulations on the organization of the educational process of students" in KNUTE.
	6 – Program competencies
Integral competence	Ability to solve the complex tasks and practical problems in the process of professional activity or training in the field of <i>business management</i> and/or in the course of training, transferring the theory and methods of social and behavioral sciences.
General	GC 1. Ability to realize their rights and responsibilities as a member
competencies (GC)	 of society, to understand the values of a free democratic society and the need of ensuring sustainable development of Ukraine, the rule of law, the rights and freedoms of the people and the community in Ukraine. GC 2. Ability to preserve and increase moral, cultural, scientific values and increase the 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 the development of society, equipment and technologies, to use different types and forms of physical activity for active recreation and healthy living. GC 3. Ability to abstract thinking, analysis, synthesis. GC 4. Ability to apply knowledge in practice. GC 5. Knowledge and understanding of the subject area and professional activity. GC 6. Ability to communicate in the state language both orally and in writing. GC 7. Ability to communicate in a foreign language. GC 8. Skills in the use of information and communication technologies. GC 9. Ability to learn and master modern knowledge. GC 11. Ability to adapt and act in a new situation. GC 12. Ability to generate new ideas (creativity).

	GC 13. Appreciation and respect for diversity and multiculturalism.
	GC 14. Ability to work in an international environment.
	GC 15. Ability to act on the basis of ethical considerations
D 0 1 1	(motives).
Professional	PC 1 . Ability to identify and describe the characteristics of the
competencies of the	organization.
specialty (PC)	PC 2. Ability to analyze the results of the organization, to compare
	them with the factors of external and internal environment.
	PC 3 . Ability to determine the prospects for the development of the
	organization.
	PC 4 . Ability to identify functional areas of the organization and the
	relationships between them.
	PC 5. Ability to manage the organization and its departments through the implementation of more generat functions.
	the implementation of management functions.
	PC 6. Ability to act socially, responsibly and consciously.
	PC 7. Ability to choose and use modern management tools.
	PC 8 . Ability to plan the activities of the organization and use time
	management tools. PC 9 . Ability to work in a team and establish interpersonal
	interaction in solving professional problems.
	PC 10 . Ability to evaluate the work performed, ensure it quality and
	motivate the staff of the organization.
	PC 11 . Ability to create and organize effective communications in
	the management process.
	PC 12. Ability to analyze and structure the problems of the
	organization, to make reasonable decisions.
	PC 13 . Understand the principles and norms of law and use them in
	professional activities.
	PC 14 . Understand the principles of psychology and use them in
	professional activities.
	PC 15 . Ability to form and demonstrate leadership qualities and
	behavioral skills.
	PC 16. Ability to generate business ideas and turn them into
	innovative business models.
	PC 17. Ability to make operational and strategic decisions in
	business.
	PC 18. Ability to manage risks in a changing environment.
	7 – Program learning outcomes (PLO)
	PLO 1. Know your rights and responsibilities as a member of
	society, be aware of the values of civil society, the rule of law, human
	and civil rights and freedoms in Ukraine.
	PLO 2. Preserve moral, cultural, scientific values and increase the
	achievements of society, use different types and forms of physical
	activity to lead a healthy lifestyle.
	PLO 3. Demonstrate knowledge of theories, methods and functions
	of management, modern concepts of leadership.
	PLO 4 . Demonstrate skills to identify problems and justify
	management decisions.
	PLO 5 . Describe the content of the functional areas of the
	organization.
	PLO 6 . Demonstrate skills of search, collection and analysis of
	information, calculation of indicators to justify management
	decisions.

	PLO 7. Demonstrate organizational design skills.
	PLO 8 . Apply management methods to ensure the effective activity
	of the organization.
	PLO 9 . Demonstrate skills of interaction, leadership, teambuilding
	work.
	PLO 10 . Have the skills to justify effective tools to motivate the
	organization's staff.
	PLO 11. Demonstrate skills of situation analysis and communication
	in different areas of activity of the organization.
	PLO 12 . Evaluate the legal, social and economic consequences of the
	organization.
	PLO 13. Speak and write in state and foreign languages.
	PLO 14 . Identify the causes of stress, adapt yourself and team
	members to a stressful situation, find ways to neutralize it.
	PLO 15 . Demonstrate the ability to act socially responsibly and
	socially consciously on the basis of ethical considerations (motives),
	respect for diversity and interculturalism.
	PLO 16 . Demonstrate skills of extracurricular work, flexible
	thinking, openness to new knowledge, be critical and self-critical.
	PLO 17. Perform research individually and / or in a group under the
	guidance of a leader.
	PLO 18 . Demonstrate the ability to analyze and calculate economic and
	non-economic indicators of the enterprise.
	PLO 19. Demonstrate the ability to design innovation processes
	(target formation, planning, organizational structure, incentives,
	control).
	PLO 20 . Demonstrate the ability to develop plans and strategies for
0 1	creating and developing a business in a challenging environment.
	Resource support for the program implementation
Personnel support	The Department of management of KNUTE is responsible for training and another of another training and another training another training and another training and another training another training and another training another training and another training anoth
	training and graduation of specialists. The head of the department
	has the degree of Doctor of Science and the academic title of
	Professor.
	96% of lecturers who provide the process of learning bachelors in the
	educational program "Business Management" have a degree and / or
	academic title.
	Employment contracts have been signed with all scientific and
	pedagogical workers.
	The participation of foreign specialists and practitioners in the
	teaching of disciplines of the training cycle is possible.
Material and	Availability of premises for conducting training sessions and control
technical support	activities – 4 m2 per person.
	60% of classrooms are equipped with multimedia equipment. There
	is a specialized computer class with modern hardware and software
	resources that provide high-quality bachelor's degree training in the
	educational program.
	educational program. KNUTE infrastructure: libraries, including a reading room, food
	KNUTE infrastructure: libraries, including a reading room, food
Information.	KNUTE infrastructure: libraries, including a reading room, food outlets, assembly hall, sports halls, Stadium, Medical Center, dormitories.
Information, teaching and	KNUTE infrastructure: libraries, including a reading room, food outlets, assembly hall, sports halls, Stadium, Medical Center, dormitories.General scientific and special sources of information on trade
teaching and	KNUTE infrastructure: libraries, including a reading room, food outlets, assembly hall, sports halls, Stadium, Medical Center, dormitories.General scientific and special sources of information on trade management, educational, methodological and monographic
	KNUTE infrastructure: libraries, including a reading room, food outlets, assembly hall, sports halls, Stadium, Medical Center, dormitories.General scientific and special sources of information on trade

	
	There is access to databases of periodicals in English of a
	corresponding or related profile (it is allowed to share the databases
	with several educational institutions).
	There is an official website of KNUTE, which contains basic
	information about its activities (structure, licenses and certificates of
	accreditation, educational / Educational-Scientific / Publishing /
	attestation (scientific personnel) activities, educational and scientific
	structural divisions and their composition, list of academic
	disciplines, admission rules, contact information):
	▲ 1
	https://knute.edu.ua The Department of distance learning support of KNUTE has
	The Department of distance learning support of KNUTE has
	educational and methodological materials on the academic disciplines
	of the curriculum: http://dist.knute.edu.ua/
	9 – Academic mobility
National Credit	Short-term training of students of all educational levels (except for
Mobility	bachelors of the first year of study) in pre-defined courses with
	credits in universities of Erasmus + member countries with
	mandatory recognition of learning outcomes (credit transfer) for a
	period of 3 months (minimum) to 12 months (maximum).
	For internship / practice - from 2 to 12 months.
International	International credit mobility is implemented by concluding
Credit Mobility	agreements on international academic mobility Erasmus + option K1
	/ credit mobility, on double graduation, on long-term international
	projects that provide for the training of students and the issuance of
	a double diploma, etc.
Toophing foreign	Conditions and features of the educational program in the context of
Teaching foreign	
applicants for	teaching foreign citizens: knowledge of the Ukrainian language at a
higher education	level not lower than B1.

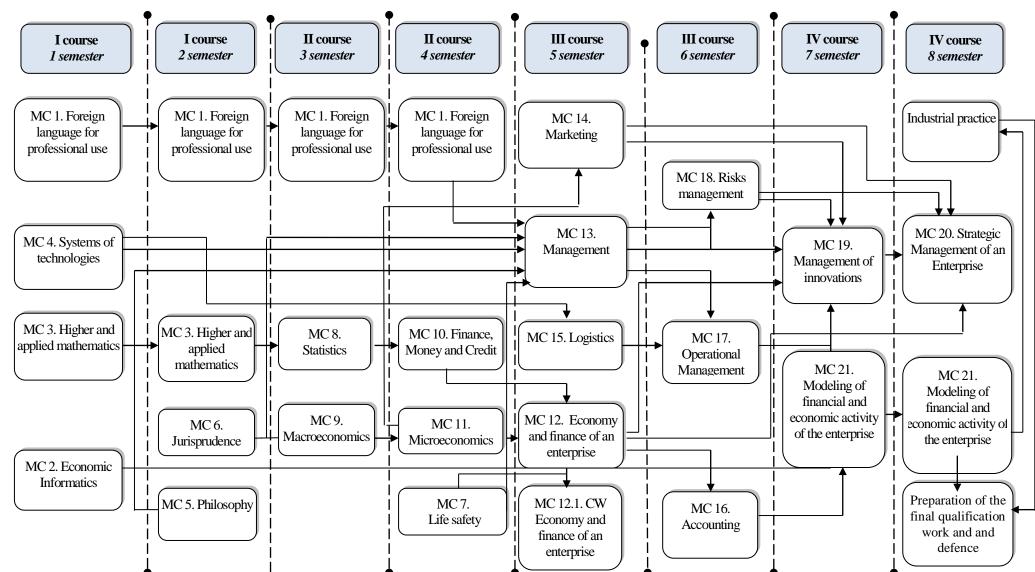
3.2. The list of components of the educational program and their logical consistency.

3.2.1. List of EP components

Code n/o	Components of the educational program (educational disciplines, course projects (works), practices, qualifying exam, final qualification work)	Number of credits
1	2	3
	Mandatory components of EP	
MC 1	Foreign language for professional use	24
MC 2	Economic Informatics	6
MC 3	Jurisprudence	6
MC 4	Systems of technologies	6
MC 5	Theory of organizations	6
MC 6	Philosophy	6
MC 7	Entrepreneurial Law	6
MC 8	Statistics	6
MC 9	Macroeconomics	6
MC 10	Psychology	6
MC 11	Enterprise Foreign Economic Activity	6
MC 12	Microeconomics	6

MC 13	Economy and finance of an enterprise	6
MC 13.1	CW on Economy and finance of an enterprise	
MC 14	Management	6
MC 15	Marketing	6
MC 16	Logistics	6
MC 17	Accounting	4,5
MC 18	Risk manegement	6
MC 19	Business Planning	4,5
MC 20	Management of innovations	6
MC 21	Strategic Management of an Enterprise	6
MC 22	Modeling of financial and economic activity of the enterprise	9
	The total amount of mandatory components:	150
	Selective program components	
SC 1	State Regulation of the economy	6
SC 2	Ecology	6
SC 3	Economy of Ukraine	6
SC 4	Econometrics	6
SC 5	Economic analysis	6
SC 6	Spatial Economics	6
SC 7	Economic Statistics	6
SC 8	Market statistics of goods and services	6
SC 9	Statistics of quality	6
SC 10	Antimonopoly regulation of Industry Market	6
SC 11	Design	6
SC 12	International Economic Relations	6
SC 13	Customs	6
SC 14	World market of goods and services	6
SC 15	Finance, Money and Credit	6
SC 16	Analysis of economic activity	6
SC 17	Audit	6
SC 18	Banking	6
SC 19	Business technologies	6
SC 20	Intereconomic control	6
SC 21	Public administration and local self-government	6
SC 22	Operational Management	6
SC 23	Tax system	6
SC 24	Social responsibility of business	6
SC 25	Franchising	6
SC 26	HR-management	6
SC 27	Business security	6
SC 28	Controlling	6
SC 29	Technology of start up development	6
SC 30	Public procurement management	6
SC 31	Managerial accounting	6
SC 32	Economic Law	6
SC 33	Labor Law	6
SC 34	E- document management	6
SC 35	E-commerce	6
SC 36	Internet technologies in business	6
SC 37	Digital technologies in business	6

SC 38	Conflictology and Psychology of business communication	6
SC 39	Foreign Language	12
SC 40	Life safety	6
SC 41	Business correspondence	6
SC 42	Diplomatic protocol and etiquette	6
SC 43	History of economics and economic thought	6
SC 44	History of Ukraine	6
SC 45	History of Ukrainian culture	6
SC 46	Aesthetics	6
SC 47	Business Ethics	6
SC 48	Cultural heritage of Ukraine	6
SC 49	Logic	6
SC 50	National interests in world geopolitics and geoeconomics	6
SC 51	Elocution	6
SC 52	Political Science	6
SC 53	Religious studies	6
SC 54	World Culture	6
SC 55	Social leadership	6
SC 56	Sociology	6
SC 57	The Ukrainian language (for professional use)	6
Total Amo	unt of Selective Components:	72
	Practical training	
Industrial p	ractice 1	3
Industrial p	ractice 2	6
Total		9
	Certification	
	for Certification	3
-	of the final qualification work and and defence	6
Total		9
TOTAL A	MOUNT OF THE EDUCATIONAL PROGRAM	240



3.2.2. Structural and logical scheme of EP

3.3. Form of certification of higher education applicants

Certification of graduates of the educational program for the specialty 073 "Management" specialization "Business Management" is carried out in the form of qualification work, preparation for certification and defense and ends with the issuance of a document of an established standard for awarding him a bachelor's degree with a qualification degree of higher education «Bachelor» specialty "Management" specialization "Business Management".

The certification is carried out openly and publicly.

Con	ponents EP				_																		
Com	petencies	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	MC 20	MC 21	MC 22
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3.4.1. Matrix of compliance of program competencies to the mandatory components of the educational program

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3.4.2. Matrix of compliance of program competencies to the selective components of the educational program

Components Program learning outcomes	MC1	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	MC 20	MC 21	MC 22
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02						+																
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05					+								+	+								+
06		+	+					+		+	+	+	+	+	+	+		+	+	+	+	+
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3.5.1. Matrix for providing program learning outcomes with mandatory components of the educational program

Components Program learning outcomes	SC1	SC 2	SC 3	SC 4	SC 5			6 US	SC 10	SC 11	SC 12	SC 13	SC 14	SC 15	SC 17	SC 18	SC 19	SC 20	SC 21	SC 22	SC 23	SC 24	SC 25	SC 26	SC 27	SC 28	SC 29	SC 30 SC 31	SC 32	SC 33	SC 34	SC 35	SC 36	SC 37	SC 38	SC 39	SC 40	SC 41	SC 42	SC 43	SC 44	SC 45	SC 46	SC 47	SC 48	SC 50	SC 51	SC 52	SC 53	SC 54	SC 55	SC 56	SC 57
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3.5.2. Matrix for providing program learning outcomes with selective components of the educational program