

### 3. Educational Program

#### 3.1 Educational Program is specialty «Commodity science and organization of foreign trade» in specialty 076 «Entrepreneurship and trade»

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<b>1 – Загальна інформація</b>	
<b>Full name of IHE and structural unit</b>	State University of Trade and Economics, Faculty of Trade and Marketing, Department of Commodity science and customs
<b>Academic degree and qualification title in the original</b>	Academic degree Master's degree specialty «Entrepreneurship and trade»
<b>Educational Program Title</b>	«Commodity science and organization of foreign trade»
<b>Compliance with the standard of higher education of the Ministry of Education and Science of Ukraine</b>	Complies with the higher education standards of the Ministry of Education and Science of Ukraine
<b>Qualification Title (Degree), program credits and duration</b>	Diploma type – individual. 90 ECTS credits, Training Schedule - 1, 4.
<b>Accreditation</b>	Sertificate of accreditation ND №11010038 from 25.02.2019, the period of validity until 01.07.2024. Ministry of Education and Science of Ukraine, Ukraine
<b>Cycle/Level</b>	EQF of Ukraine – 7 level, FQ-EHEA- second cycle, EQF-LLL- 7 level
<b>Academic Background</b>	Existance of Bachelor's Degree.
<b>Language of instruction</b>	Ukrainian
<b>Program duration</b>	1.07.2024.
<b>Educational Program Link</b>	<a href="https://knute.edu.ua">https://knute.edu.ua</a>
<b>2 – Educational program aim</b>	
Training of highly qualified specialists in expertise and organization of foreign trade, capable of making scientific and practical decisions and innovative activities.	
<b>3 – Educational program general information</b>	

<b>Subject area</b>	<p>Field of study 07 « Management and Administration »  Specialty 076 «Tourism»  Specialization « Entrepreneurship and trade»  <i>Object of study:</i> the activities of business entities, entrepreneurial commercial and exchange structures for the production and circulation of goods and services, which are carried out to ensure their effective management and development.  <i>Learning objectives:</i> training of specialists capable of solving complex tasks and problems in the field of entrepreneurship, trade and exchange activities or in the process of education that involves research and/or innovation under uncertain conditions and requirements.  <i>Theoretical content of the subject area:</i> scientific theories, provisions, concepts, principles of entrepreneurship, trade exchange activities and the methodology of their use for the effective management and development of business, trade and exchange structures.  <i>Methods, techniques and technologies:</i> a system of innovative methods, professional techniques and management technologies, modern digital technologies.  <i>Tools and equipment:</i> information and communication systems, devices and equipment (computer hardware, specialized software).</p>
<b>Educational program orientation</b>	<p>Educational and professional program, applied, focused on training specialists who are able to use theoretical knowledge and practical skills in commodity research to solve problems and make innovative decisions in the foreign economic activity of business and trade structures.</p>
<b>Educational program and specialization goals and objectives</b>	<p>General higher education in the field of knowledge "Management and Administration" with a degree in "Entrepreneurship and Trade".  The program focuses on the development of knowledge and skills for expert research, evaluation and management of the competitiveness of goods and enterprises in the field of international trade.  Keywords: entrepreneurship, trade, exchange activity, expertise, commodity research, international trade.</p>
<b>Program features</b>	<p>The program provides in-depth theoretical and specialized practical training, and is carried out in an active research environment.  The program requires special practical training in business and trade structures engaged in foreign economic activity. Provides opportunities for the implementation of the academic mobility program for participants in the educational process.</p>
<b>4 – Career opportunities and further learning</b>	

<b>Career opportunities</b>	<p><i>Types and titles to work to which holder of master's degree is trained according to National classifier of Ukraine SC 003:2010:</i></p> <p>1221.2 Head of the department;  1224 Head of a retailer's company;  1224 Head of the trade and economic mission;  1229.1 Chief Inspector;  1229.1 Chief State Inspector;  1229.1 Deputy Director of the Department - Head of the Department;  1229.1 Deputy head of the department (independent) - head of the department;  1229.1 Head of the department (as part of the management);  1229.1 Head of Department (central government) ;  1229.1 Head of the Department;  1229.3 Head of service;  1229.7 Chief expert;  1235 Head of External Cooperation Department;  1237.1 Chief commodity expert;  1238 Head of the institution (structural unit) for standardization, certification and quality;  1314 Director (head) of a small trading company;  1317 Managing an agency (insurance, trade, real estate, advertising, etc.);  1451 Manager in the vehicle trade;  1452 Manager in whole sale trade;  1453 Manager in retail trade of household and non-food products;  1454 Manager in the retail trade of food products;  1475.4 Manager of foreign economic activity;  1475.4 Supply manager;  1475.4 Sales manager;  1493 Manager of quality systems;  2310.2 Assistant  2419.2 Expert in foreign economic affairs;  2419.2 Consultant on foreign economic issues;  2419.2 Specialist-analyst in commodity market research;  2419.3 State expert;  2429 Expert;  2429 Court expert;  2433.1 Junior Researcher (Information Analytics);  2433.1 Researcher (information analytics);  2433.1 Researcher-consultant (information analytics).</p>
<b>Further learning</b>	Graduates of Master's degree have the right to continue training on the third (educational and scientific) degree of Higher education.
<b>5 – Training and assessment</b>	
<b>Teaching and learning</b>	Professional methods and technologies, the application of which allows solving practical problems in the organization of foreign trade, self-study, problem-based learning, learning through practical training.

<b>Assessment</b>	<p>Current control, written examinations, practice, computer testing, oral and written questioning. The final certification is the defense of the final qualification work.</p> <p>Assessment is carried out in accordance with the "Regulations on Assessment of Learning Outcomes of Undergraduate and Postgraduate Students at the State University of Trade and Economics", "Regulations on the Organization of the Educational Process of Students".</p>
<b>6 – Program competences</b>	
<b>Integral competence</b>	The ability to solve complex tasks and problems in the field of marketing, trade and/or exchange activities or in the process of study, which involves research and/or innovation and is characterized by uncertainty of conditions and requirements.
<b>General competence (GC)</b>	<p>GC 1. The ability to adapt and act in a new situation.</p> <p>GC 2. Ability to identify, formulate and solve problems.</p> <p>GC 3. Ability to motivate people and move towards a common goal.</p> <p>GC 4. Ability to communicate with representatives of others professional groups of different levels (with experts from other fields of knowledge/ types of economic activity).</p> <p>GC 5. Determination and perseverance in terms of tasks and responsibilities.</p> <p>GC 6. Ability to assess and ensure the quality of work performed.</p>
<b>Professional competence (PC)</b>	<p>PC 1. Ability to develop and implement a strategy for the development of business, trade and/or exchange structures.</p> <p>PC 2. Ability to evaluate products, goods and services in business, trade and/or exchange structures.</p> <p>PC 3. Ability to effectively manage the activities of business entities in the field of entrepreneurship, trade and/or exchange activities.</p> <p>PC 4. Ability to solve problematic issues and make managerial decisions in professional activities.</p> <p>PC 5. Ability to initiate and implement innovative projects in business, trade and/or exchange activities.</p> <p><i>PC 6. Ability to develop and implement quality management systems in the activities of enterprises in accordance with the requirements of international standards.</i></p> <p><i>PC 7. Ability to identify, examine goods and carry out customs procedures.</i></p> <p><i>PC 8. Ability to assess the effectiveness and risks of foreign economic activity.</i></p>
<b>7 – Program learning outcomes (PLO)</b>	
	<ol style="list-style-type: none"> <li>1. Adapt and show initiative and independence in situations that arise in professional activities.</li> <li>2. Identify and analyze business, trade and exchange activities problems and develop measures to address them.</li> <li>3. Develop measures of material and moral incentives and apply other tools to motivate staff and partners to</li> </ol>

	<p>achieve the goal.</p> <ol style="list-style-type: none"> <li>4. Apply business communications to support interaction with representatives of different professional groups.</li> <li>5. To perform tasks in the field of business, trade and/or exchange activities in a professional manner, in full and with creative self-realization.</li> <li>6. Develop and implement measures to ensure the quality of work performed and determine their effectiveness.</li> <li>7. Determine and implement strategic plans for the development of business entities in the field of entrepreneurship, trade and/or exchange activities.</li> <li>8. Evaluate products, goods, services, as well as processes occurring in business, trade and/or exchange structures, and draw appropriate conclusions for making management decisions.</li> <li>9. Develop and make decisions aimed at ensuring the efficiency of business entities in the field of business, trading and/or exchange activities.</li> <li>10. Solve problematic issues that arise in the activities of business, trade and/or exchange structures under conditions of uncertainty and risks.</li> <li>11. Implement innovative projects to create conditions for the effective functioning and development of business and trade structures.</li> <li>12. <i>Вміти проводити заходи щодо розробки та впровадження систем управління якістю на підприємствах відповідно до вимог міжнародних стандартів.</i></li> <li>13. <i>Be able to carry out activities for the development and implementation of quality management systems at enterprises in accordance with the requirements of international standards.</i></li> <li>14. <i>Evaluate the effectiveness of foreign trade operations and identify risks in foreign economic activity</i></li> </ol>
<b>8 – Resource support for program implementation</b>	
<b>Academic staff</b>	<p>All academic staff providing the educational and professional program have professional knowledge and skills in the field of entrepreneurship and trade, qualifications corresponding to the profile and direction of the disciplines taught, have the necessary teaching experience and practical work experience.</p> <p>The educational process involves professionals with experience in research, management, innovation, creative and professional work, as well as foreign lecturers.</p> <p>The participation of foreign specialists and practitioners in teaching the disciplines of the professional training cycle is possible.</p>

<b>Facilities</b>	The basis of the material and technical support is made up of classrooms, computer labs, laboratories and special rooms with modern software resources that ensure high-quality training of masters in the educational program "Commodity Science and Organization of Foreign Trade" throughout the entire training cycle.
<b>Informational, teaching and learning materials</b>	General scientific and specialized sources of information on entrepreneurship, trade and exchange activities, educational and monographic literature, information resources of the distance learning system and the Internet. The official website <a href="https://knute.edu.ua/">https://knute.edu.ua/</a> contains information about educational programs, academic, research and educational activities, structural units, admission rules, and contacts.
<b>9 – Academic mobility</b>	
<b>National credit mobility</b>	National credit mobility is carried out in accordance with the concluded agreements on academic mobility.
<b>International credit mobility</b>	Within the framework of the EU Erasmus+ program, on the basis of bilateral agreements on international academic mobility between SUTE and higher education institutions of partner countries; by concluding agreements on double degree programs, long-term international projects that provide for student training, issuance of a double degree, etc.
<b>Training of foreign students</b>	Conditions and features of the educational program in the context of training foreign citizens: knowledge of Ukrainian language at least B1 level.

### 3.2. List of educational program components and their logical order

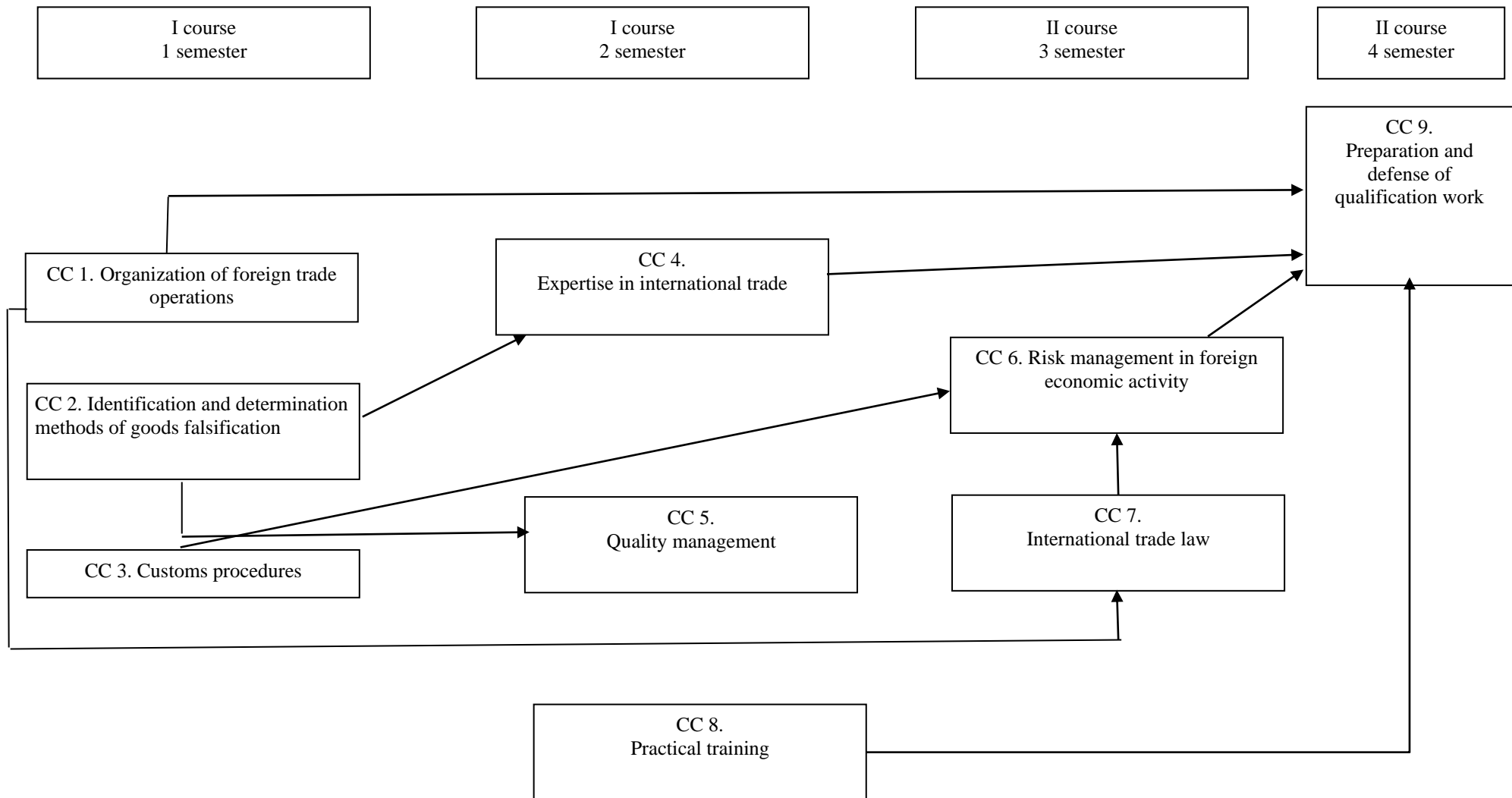
#### 3.2.1 List of educational program components

№	<b>Educational Program components</b> (academic disciplines, course projects (works), internships, qualification examination, qualification work)	Total credits
<b>CC (compulsory component)</b>		
CC 1	Organization of foreign trade operations	6
CC 2	Identification and determination methods of goods falsification	6
CC 3	Customs procedures	6

CC 4	Expertise in international trade	7,5
CC 5	Quality management	7,5
CC 6	Risk management in foreign economic activity	6
CC 7	International trade law	6
CC 8	Practical training	9
CC 9	Preparation and defense of qualification work	12
<b>Total credits for compulsory components:</b>		<b>66</b>
<b>OB (optional block of courses)</b>		
OB 1	Big Data analytics	6
OB 2	Life safety	6
OB 3	Expertise of jewelry and antiques	6
OB 4	Expertise of fuels and lubricants and vehicles	6
OB 5	Information wars	6
OB 6	Qualimetry	6
OB 7	Methodology and organization of scientific research	6
OB 8	Customs logistics	6
OB 9	International technical regulation	6
OB 10	International marketing	6
OB 11	Basics of cybersecurity	6
OB 12	Trade negotiations and commercial diplomacy	6
OB 13	Managing the international competitiveness of an enterprise	6
<b>Total credits for compulsory components</b>		<b>24</b>
<b>TOTAL</b>		<b>90</b>

The final assessment for all educational program components is exam.

2.2. Structural and logical scheme of EP  
Customs procedures







### 3.3. Final assessment

The certification is carried out in the form of a public defense of the qualification work.

The qualification work must provide for the solution of a complex specialized task or problem in the field of modern marketing, which involves research and/or innovation and is characterized by uncertainty of conditions and requirements.

The qualification work must not contain academic plagiarism, including incorrect textual borrowings, fabrication and falsification.

The qualification work must be published in the SUTE repository.

#### 4. Program Competences and EP Components Matrix

Компоненти / Компетентності	OK 1	OK 2	OK 3	OK 4	OK 5	OK 6	OK 7	OK 8	OK 9
IK	+	+	+	+	+	+	+	+	+
ЗК 1						+	+	+	+
ЗК 2		+	+	+	+	+	+		+
ЗК 3					+		+		
ЗК 4	+		+	+			+	+	
ЗК 5					+	+		+	+
ЗК 6		+			+			+	+
СК 1	+				+	+	+		
СК 2		+		+	+			+	+
СК 3	+					+	+		+
СК 4			+	+	+	+	+	+	+
СК 5	+								+
СК 6					+				
СК 7		+	+	+				+	+
СК 8	+					+		+	+

Matrix of correspondence of program competencies to selective components of the educational program

Компоненти Компетентності	БК 1	БК 2	БК 3	БК 4	БК 5	БК 6	БК 7	БК 8	БК 9	БК 10	БК 11	БК 12	БК 13
ЗК 1		+			+		+	+			+		
ЗК 2			+	+	+	+			+		+		+
ЗК 3		+								+		+	
ЗК 4								+	+			+	+
ЗК 5						+	+		+		+		+
ЗК 6			+	+		+	+		+				
СК 1					+			+	+	+			+
СК 2	+		+	+		+							+
СК 3					+			+	+	+		+	+
СК 4		+					+	+	+			+	+
СК 5					+		+	+					+
СК 6						+			+				+
СК 7			+	+									
СК 8							+						+

5. Matrix for ensuring program learning outcomes the relevant mandatory components of the educational program

Компоненти Програмні результати навчання	ОК 1	ОК 2	ОК 3	ОК 4	ОК 5	ОК 6	ОК 7	ОК 8	ОК 9
1						+	+	+	+
2		+	+	+	+	+	+		+
3					+		+		
4	+		+	+			+	+	
5					+	+		+	+
6		+			+			+	+
7	+				+	+			
8		+		+	+			+	+
9	+					+	+		+
10			+	+	+	+	+	+	+
11	+								+

12				+	+				
13		+	+					+	+
14	+		+			+		+	+

Matrix for ensuring program learning outcomes  
with relevant selective components of the educational program

Компоненти Програмні результати навчання	Компоненти												
	ВК 1	ВК 2	ВК 3	ВК 4	ВК 5	ВК 6	ВК 7	ВК 8	ВК 9	ВК 10	ВК 11	ВК 12	ВК 13
1		+			+		+	+			+		
2	+		+	+	+	+			+		+		+
3		+								+		+	
4								+	+			+	+
5						+	+		+		+		+
6		+	+	+		+			+				
7					+			+	+	+			+
8			+	+		+							+
9					+			+	+	+		+	+
10		+					+	+	+			+	+
11					+		+	+					+
12						+			+				+
13			+	+									
14							+						+

