

3. Educational program

**Project team leader
(head of educational program)**

Doc. Pyankova O.V.

3.1. Profile of the educational program

in specialty 073 "Management"

(specialization "Management of foreign economic activity")

1 – General information	
Full name of IHE and structural subdivision	Kyiv National University of Trade and Economics Faculty of International Trade and Law Department of International Management
Academic degree and qualification title in the original language	Bachelor's degree specialty "Management" specialization "Management of foreign economic activity"
Educational Program Title	"Management of foreign economic activity"
Qualification Title (Degree), program credits and duration	Single bachelor's degree, 240 ECTS credits, term of study 3 years 10 months.
Accreditation	Licensed in 1991, accredited by the Ministry of Education and Science of Ukraine, Ukraine Certificate of accreditation of ND 961196399 until July 1, 2024
Cycle / level	NRC of Ukraine - level 6, FQ-EHEA - the first cycle, EQF-LLL- 6 level
Academic Background	Presence of full general secondary education or qualification of junior specialist, junior bachelor
Languages of instruction	Ukrainian
Program duration	until July 1, 2025
Internet address of the permanent placement of the description of the educational program	https://knute.edu.ua/

2 – The purpose of the educational program	
Training of highly qualified specialists through the optimal combination of managerial, economic and legal components, which allows graduates to make and implement management decisions in foreign economic activity related to planning, organization of foreign economic operations, formation of business development strategies, access to foreign markets; formation of knowledge base in applicants for higher education for practical activities in the field of management of foreign economic activity	
3 – Characteristics of the educational program	
Subject area(field of knowledge, speciality, specialization)	Field of knowledge 07 "Management and administration" Specialty 073 "Management" Specialization "Management of foreign economic activity"
Educational program orientation	Educational and professional
The main focus of the educational program and specialization	The program is aimed at acquiring competencies and achieving program learning outcomes in the specialization of management of foreign economic activity with in-depth study of the organization of foreign trade operations, a high level of knowledge of foreign languages. Keywords: management, foreign economic activity, subject of foreign economic activity, foreign trade operation
Specific requirements	Requires practice at enterprises - subjects of foreign economic activity, in ministries and departments that regulate foreign economic activity
4 – Career opportunities and further learning	
Career opportunities	Graduates can hold positions (according to the National Classifier of Ukraine "Classifier of Professions DK 003: 2010"): at enterprises-subjects of foreign economic activity, in international companies, international financial and economic and governmental organizations (classifier of professions code): customs clearance agent (3422); freight forwarder (3422); commercial merchant (3415);

	authorized office of import; trade inspector (3419); supply organizer (3419); sales organizer (3419).
Further learning	The bachelor can continue his studies at the second (master's) level of higher education
5 – Teaching and assessment	
Teaching and learning	Student-centered, problem-oriented learning, based on conducting "active" lectures, practical classes using elements of business game, storytelling, case method; self-study; training through practical training.
Assessment	Assessment of student learning outcomes involves the following control measures: input, current, modular and final control, certification. Student learning outcomes at KNUTE are evaluated on a 100-point scale, where: 60-100 points - learning outcomes that give the student the right to obtain ECTS credits; 0-59 points - unsatisfactory learning outcomes that do not give the student the right to obtain ECTS credits. The procedure for conducting final control measures, assessment of student learning outcomes, the procedure for liquidation of academic debts are defined in the "Regulations on the assessment of student and graduate students", "Regulations on the organization of the educational process of students"
6 – Program competencies	
Integral competence	The ability of a person to solve complex specialized problems and practical problems in the field of management or in the learning process, which involves the use of theories and methods of management and is characterized by the complexity and uncertainty of the conditions of foreign economic activity
General competencies	1. The ability to exercise their rights and responsibilities as a member of society, to realize the values of civil (democratic) society and the need for

	<p>its sustainable development, the rule of law, human and civil rights and freedoms in Ukraine.</p> <ol style="list-style-type: none"> 2. Ability to preserve and multiply moral, cultural, scientific values and increase the 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 and technology, use different types and forms physical activity for active recreation and a healthy lifestyle. 3. Ability to abstract thinking, analysis, synthesis. 4. Ability to apply knowledge in practical situations. 5. Knowledge and understanding of the subject area and understanding of professional activity. 6. Ability to communicate in the state language both orally and in writing. 7. Ability to communicate in a foreign language. 8. Skills in the use of information and communication technologies. 9. Ability to learn and master modern knowledge. 10. Ability to conduct research at the appropriate level 11. Ability to adapt and act in a new situation. 12. Ability to generate new ideas (creativity). 13. Appreciation and respect for diversity and multiculturalism. 14. Ability to work in an international context. 15. Ability to act on the basis of ethical considerations (motives).
<p>Professional competencies</p>	<ol style="list-style-type: none"> 1. Ability to identify and describe the characteristics of the organization. 2. The ability to analyze the results of the organization, to compare them with the factors of external and internal environment. 3. The ability to determine the prospects for the development of the organization. 4. Ability to identify functional areas of the organization and the relationships between them.

	<p>5. Ability to manage the organization and its departments through the implementation of management functions.</p> <p>6. Ability to act socially responsibly and consciously.</p> <p>7. Ability to choose and use modern management tools.</p> <p>8. Ability to plan the activities of the organization and manage time.</p> <p>9. Ability to work in a team and establish interpersonal interaction in solving professional problems.</p> <p>10. Ability to evaluate the work performed, ensure their quality and motivate the staff of the organization.</p> <p>11. Ability to create and organize effective communications in the management process.</p> <p>12. Ability to analyze and structure the problems of the organization, to form sound decisions.</p> <p>13. Understand the principles and norms of law and use them in professional activities.</p> <p>14. Understand the principles of psychology and use them in professional activities.</p> <p>15. Ability to form and demonstrate leadership qualities and behavioral skills.</p> <p>16. Ability to organize foreign trade operations taking into account the peculiarities of the regulation of foreign economic activity.</p> <p>17. Understand the mechanism of foreign taxation, the peculiarities of foreign exchange transactions, the specifics of international settlements, pricing methods in foreign trade, the algorithm of the company's entry into the foreign market</p>
7– Program learning outcomes	
	<p>1. To know the rights and responsibilities as a member of society, to realize the values of civil society, the rule of law, human and civil rights and freedoms in Ukraine.</p> <p>2. Preserve moral, cultural, scientific values and increase the achievements of society, use different</p>

types and forms of physical activity to lead a healthy lifestyle.

3. Demonstrate knowledge of theories, methods and functions of management, modern concepts of leadership.

4. Demonstrate skills to identify problems and justify management decisions.

5. Describe the content of the functional areas of the organization.

6. Identify skills of search, collection and analysis of information, calculation of indicators to justify management decisions.

7. Demonstrate organizational design skills.

8. Apply management methods to ensure the effectiveness of the organization

9. Demonstrate skills of interaction, leadership, teamwork

10. Have the skills to justify effective tools to motivate the staff of the organization.

11. Demonstrate the skills of situation analysis and communication in various areas of the organization.

12. Assess the legal, social and economic consequences of the organization.

13. Communicate orally and in writing in the state and foreign languages.

14. Identify the causes of stress, adapt yourself and team members to a stressful situation, find ways to neutralize it.

15. Demonstrate the ability to act socially responsibly and socially consciously on the basis of ethical considerations (motives), respect for diversity and interculturalism.

16. Demonstrate skills of independent work, flexible thinking, openness to new knowledge, be critical and self-critical.

17. Perform research individually and / or in a group under the guidance of a leader.

18. To define and substantiate the strategy of entering the foreign market, to negotiate with contractors, to conclude standard contracts, to accompany their implementation.

	<p>19. Identify and allocate costs, risks and responsibilities of the parties in accordance with the terms of the contract.</p> <p>20. Demonstrate the skills of declaring goods, placement in different customs regimes, calculation of customs value, customs payments, price formation in foreign trade operations.</p>
8 – Resource support for program implementation	
Academic staff	<p>Specialists who train bachelors in the educational program "Management of Foreign Economic Activity" must have professional knowledge and professional skills in the field of management, foreign economic activity, foreign trade operations.</p> <p>The participation of foreign specialists and practitioners in the teaching of disciplines of the training cycle is possible.</p>
Facilities	<p>The basis of material and technical support consists of lecture halls with appropriate multimedia equipment, computer and specialized classrooms, laboratories of KNUTE</p> <p>Availability of social and household infrastructure of KNUTE</p>
Informational, teaching and learning materials	<p>General scientific and special sources of information on the management of foreign economic activity, educational and methodical and monographic literature, information resources of the distance learning system and the Internet.</p>
9 – Academic mobility	
National credit mobility	<p>National credit mobility is carried out in accordance with the concluded agreements on academic mobility.</p>
International credit mobility	<p>International credit mobility is realized through the conclusion of agreements on international academic mobility (Erasmus +), on double graduation, on long-term international projects involving student education, issuance of a double diploma, etc.</p>
Training of foreign applicants for higher education	<p>Foreign students study in academic groups.</p> <p>For foreign students, the discipline "Ukrainian language" is taught for 1-7 semesters with a separate schedule by teachers who have completed special training in teaching Ukrainian as a foreign language.</p>

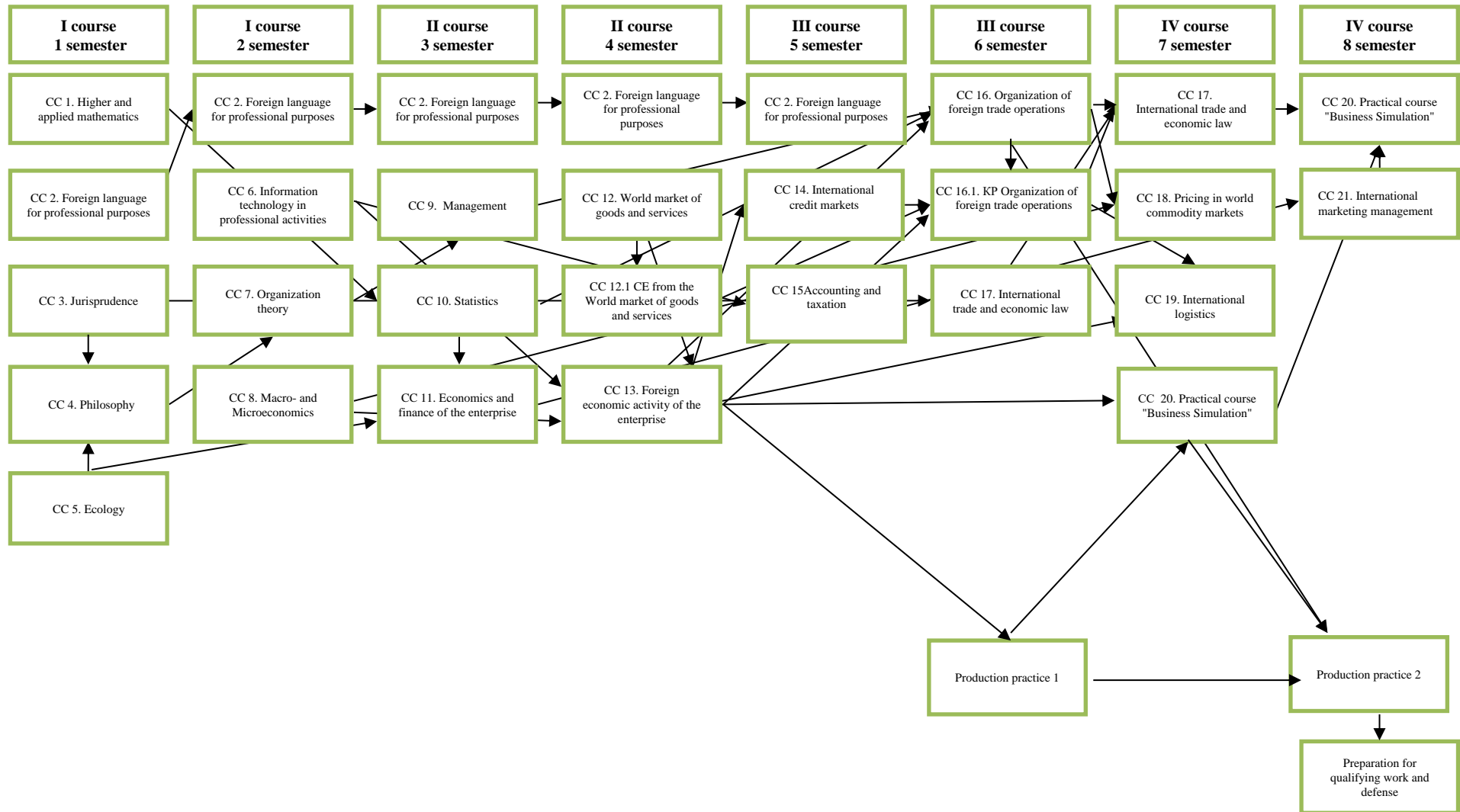
3.2. List of components of the educational program and their logical order

№	Components of the educational program (academic disciplines, term projects (works), practical training, qualification exam, graduate paper)	Number of credits
1	2	3
Compulsory EP components		
CC 1.	Higher and applied mathematics	6
CC 2.	Foreign language for professional purposes	30
CC 3.	Jurisprudence	6
CC 4.	Philosophy	6
CC 5.	Ecology	6
CC 6.	Information technologies in professional activity	6
CC 7.	Theory of organizations	6
CC 8.	Macro- and Microeconomics	6
CC 9.	Management	6
CC 10.	Statistics	6
CC 11.	Economics and finance of the enterprise	6
CC 12.	World market of goods and services	6
CC 12.1	CW on the world market of goods and services	
CC 13	Foreign economic activity of the enterprise	6
CC 14.	International credit markets	6
CC 15.	Accounting and taxation	6
CC 16.	Organization of foreign trade operations	9
CC 16.1.	CW on the organization of foreign trade operations	
CC 17.	International trade and economic law	12
CC 18.	Pricing in world commodity markets	6
CC 19.	International logistics	6
CC 20.	Practical course "Business Simulation"	9
CC 21.	International marketing management	6
Total credits for compulsory components:		162
Optional EP components		
IC 1.	Alternative ways/methods of resolving disputes	6
IC 2.	Analysis of economic activity	6
IC 3.	Audit in the foreign economic activity of the enterprise	6
IC 4.	Economic law	6
IC 5.	Diplomatic and business etiquette	6
IC 6.	Contract law	6
IC 7.	Second foreign language	18
IC 8.	Economic Statistics	6

1	2	3
IC 9.	Economic analysis	6
IC 10.	Electronic flow of documents	6
IC 11.	Business Ethics	6
IC 12.	Enterprise statement	6
IC 13.	Competition law	6
IC 14.	Regional geography	6
IC 15.	Cultural heritage in Ukraine	6
IC 16.	Marketing investigation in international markets	6
IC 17.	International economic activity of Ukraine	6
IC 18.	International management of corporations	6
IC 19.	International Economic Relations	6
IC 20.	International credit settlement and currency transactions	6
IC 21.	Business project modeling	6
IC 22.	Valuation of business and property of the enterprise	6
IC 23.	Entrepreneurial Law	6
IC 24.	Political Science	6
IC 25.	Psychology	6
IC 26.	Selfmanagement	6
IC 27.	Systems of international trade and economic information	6
IC 28.	Social leadership	6
IC 29.	Strategic management in international business	6
IC 30.	The commodity nomenclature of foreign economic activity	6
IC 31.	Commodity science	6
IC 32.	Business transnationalization	6
IC 33.	The Ukrainian language for specific purposes	6
IC 34.	Management of innovations	6
IC 35.	Human Resources Management	6
Total credits for optional components:		60
Practical training		
Production practice 1		3
Production practice 2		6
Total:		9
Certification		
Preparation for qualifying work and defense		9
TOTAL VOLUME OF THE EDUCATIONAL PROGRAM		240

For all components of the educational program, the form of final control is an exam.

3.3. Structural logic diagram EP



3.4. Form of certification of applicants for higher education

Certification is carried out in the form of public defense of the final qualifying work.

The final qualification work should involve solving a complex specialized task or practical problem in the field of management, characterized by complexity and uncertainty of conditions, using theories and methods of economics.

There can be no academic plagiarism, falsification or writing off in the final qualification work.

The final qualifying work must be published on the official website of the higher education institution or its department.

3.5. Matrix of correspondence of program competences to components of the educational program

3.5.1. Matrix of compliance of program competencies with the obligatory components of the educational program

competence	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 12.1	CC 13	CC 14	CC 15	CC 16	CC 16.1	CC 17	CC 18	CC 19	CC 20	CC 21		
general	1		•	•	•																				
	2				•																				
	3	•								•	•	•	•	•	•	•	•	•	•		•		•	•	
	4								•			•	•	•	•	•		•	•		•	•	•	•	
	5									•	•	•	•	•	•	•		•	•				•	•	•
	6									•			•	•	•	•		•	•				•	•	•
	7		•												•			•	•	•			•	•	•
	8						•	•		•			•	•	•	•		•	•			•	•	•	•
	9									•					•			•	•	•				•	•
	10										•		•	•	•			•	•				•	•	•
	11														•			•	•				•	•	•
	12																	•	•					•	•
	13				•			•							•			•	•		•		•	•	•
	14												•	•	•	•		•	•		•	•	•	•	•
	15				•	•		•		•								•	•	•					
special	1										•				•										
	2						•	•		•	•	•	•	•	•	•	•	•		•	•	•			
	3						•	•				•	•	•			•	•				•		•	
	4						•		•														•	•	
	5								•															•	•
	6				•	•																		•	•
	7								•													•		•	•
	8								•	•								•	•				•	•	•
	9								•	•															•
	10								•	•															•
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	12								•				•	•	•									•	•
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	14								•																
	15							•		•															
	16												•	•	•	•	•	•	•	•	•				
	17														•		•	•	•				•		

3.5.2. Matrix of correspondence of program competences to selective components of the educational program

competence	components																																						
	IC 1	IC 2	IC 3	IC 4	IC 5	IC 6	IC 7	IC 8	IC 9	IC 10	IC 11	IC 12	IC 13	IC 14	IC 15	IC 16	IC 17	IC 18	IC 19	IC 20	IC 21	IC 22	IC 23	IC 24	IC 25	IC 26	IC 27	IC 28	IC 29	IC 30	IC 31	IC 32	IC 33	IC 34	IC 35				
General	1												•												•	•													
	2												•																										
	3		•	•					•				•	•					•													•	•						
	4	•											•	•									•	•														•	
	5													•																								•	
	6					•						•				•																•				•		•	
	7					•		•											•																	•			
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	17																																						•

3.6. Matrix for providing software learning outcomes to the relevant main components of the educational program

3.6.1. Matrix for providing program learning outcomes to the mandatory 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	CC 12	CC 12.1	CC 13	CC 14	CC 15	CC 16	CC 16.1	CC 17	CC 18	CC 19	CC 20	CC 21
1			•	•	•																		
2				•	•																		
3							•		•														•
4	•						•		•		•	•	•	•	•		•	•		•	•	•	•
5							•	•	•		•												•
6						•		•	•	•	•	•	•	•	•	•	•	•		•	•	•	•
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9							•		•														
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11	•						•	•	•	•	•			•			•	•		•	•	•	•
12			•		•		•		•		•			•			•	•	•	•		•	•
13		•							•					•	•		•	•	•	•	•	•	•
14									•														
15				•	•		•		•					•			•	•	•	•		•	•
16									•			•	•						•		•	•	•
17									•			•	•	•			•	•		•		•	•
18	•											•	•	•			•	•	•	•		•	•
19														•	•	•	•	•	•	•	•	•	
20														•	•	•	•	•	•	•	•	•	

3.6.2. Matrix for providing software learning outcomes to selective components of the educational program

Components / Program learning outcomes	Learning Outcomes (IC 1 to IC 35)																																							
	IC 1	IC 2	IC 3	IC 4	IC 5	IC 6	IC 7	IC 8	IC 9	IC 10	IC 11	IC 12	IC 13	IC 14	IC 15	IC 16	IC 17	IC 18	IC 19	IC 20	IC 21	IC 22	IC 23	IC 24	IC 25	IC 26	IC 27	IC 28	IC 29	IC 30	IC 31	IC 32	IC 33	IC 34	IC 35					
1													•												•	•														
2																	•																							
3																											•		•	•				•			•	•		
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