

**3. Educational program
of the specialty 076 "Business, trade and business activity"
(for the specialization "Logistic activity")**

The Guarantor of the educational program

*Candidate of Economic Sciences, Associate Professor of the Department
of Trade Administration and Logistics*

Harsun L.G.

1 – General information	
Full name of the institution of the higher education and the structural unit	Kyiv National University of Trade and Economics The Faculty of Trade and Marketing The Department of Trade Entrepreneurship and Logistics
The Degree of higher education and the original language name of the qualification.	The Bachelor Degree of higher education, specialty "«Підприємництво, торгівля та біржова діяльність»" specialization "«Логістична діяльність»"
The official name of the educational program	"Logistics activities"
The Type of the diploma and the volume of the educational program	Bachelor degree, single, 240 ECTS credits, The length of studying is 3 years 10 months
The accreditation	The Ministry of Education and Science of Ukraine, Ukraine, certificate of accreditation dated 8.07.2014, protocol № 110
Cycle/level	National Qualifications Framework of Ukraine – the 6 th level; FQ-EHEA – the first cycle, EQF-LLL – the 7 th level
Background	The certificate of complete secondary education Bachelor degree The conditions of admission to the program are regulated by the Rules of admission to KNUTE
Teaching language	Ukrainian
The term of the educational program	until 01.07.2024
The educational program permanent description	https://knute.edu.ua/
2 – The purpose of the educational program	
The training of highly qualified specialists in complex analysis, organization and successful management of logistics activities of an enterprise by providing students with theoretical knowledge of the basics, methodological apparatus and laws of logistics, and the formation of practical skills in managing facilities and processes of logistics system.	
3 – The educational program's characteristics	
The subject area (the field of knowledge, specialty, specialization (if available))	The field of knowledge 07 "Management and Administration" Specialty 076 "Entrepreneurship, trade and exchange activities" Specialization "Logistics"
The orientation of the educational program	Educational and professional The emphasis on a broad overview of the logistical problems of business, the ability to understand the current transformations taking place in these

	areas, and to make economically sound decisions on the effective management of logistics activities of enterprises.
The main focus of the educational program and specialization	Special education in the field of management and administration in the field of entrepreneurship, trade and exchange activities. Keywords: logistics, supply chain, material flow, information flow, financial flow, logistics system, logistics service, logistics provider, production logistics, procurement logistics, transport logistics, warehousing logistics, distribution logistics, commercial logistics, commercial logistics, commercial logistics transport and forwarding activities, logistics activities of the enterprise, information logistics.
The features of the program	In-depth study and awareness of the peculiarities of the organization of logistics activities, logistics processes in production and trade, ensuring a high level of quality logistics services, assessing the economic efficiency of logistics activities of the enterprise.
4 – The graduates’ suitability to employment and further training	
Eligibility	According to the National Classification of Economic Activities SK 009: 2010, as well as taking into account the requirements of the labor market by type of professional activity of the graduate are: <ul style="list-style-type: none"> - freight railway transport - N. 49.2; - freight road transport, provision of transportation services - N. 49.4; - cargo sea transport - N. 50.2; - freight river transport - N. 50.4; - cargo air transport and space transport - N. 51.2; - warehousing and ancillary activities in the field of transport - N. 52; - wholesale and retail trade in motor vehicles and motorcycles, their repair - G. 45; - wholesale trade, except of motor vehicles and motorcycles - G. 46; - retail trade, except of motor vehicles and motorcycles— G. 47; - warehousing - N. 52.1; - consulting on business and management - M. 70.22; - packing - N. 82.92; - provision of other ancillary commercial services, not assigned to other groups (bar code services) - N. 82.92. According to the National Classification of Professions SK 003: 2010, a bachelor degree specialist may hold the following primary positions: road transport dispatcher, international transport dispatcher, transport service dispatcher, buyer, supply organizer, sales organizer, freight forwarder, freight forwarder on duty at the freight forwarding company, supply agent, dispatcher of finished products, office worker (supply), office worker (warehousing), order receiver, office worker (freight), operator of information on the approach and arrival of goods, operator on information on freight and postal transportation, operator for processing transport documents, operator of passenger and freight service, operator of forwarding vehicles. The curriculum envisages industrial practice at the leading wholesale and retail trade enterprises, logistics companies of Ukraine
Further training	The continuation of studying at the second (master's) level of higher education in master's educational programs in the field of knowledge "Management and Administration"

5 – Teaching and assessment	
Teaching and learning	Balanced combination of classroom and independent work on the basis of problem-oriented and interactive learning using modern educational technologies and methods, student-centered, problem-oriented practical learning, laboratory and seminar classes, self-study while preparing for classes.
Evaluation	Current control, written exams, surveys, testing, essay writing, solving situational practical problems, presentations, cases, defense of term papers. Assessment is carried out in accordance with the "Regulations on the organization of the educational process of students" and "Regulations on the evaluation of learning outcomes of students and graduate students."
6 – Program competencies	
Integral competence	The ability to solve complex specialized tasks and problems in the fields of business, trade and exchange activities or in the learning process, which involves the use of theories and methods of organizing and functioning of business, trade, the stock exchange structure and is characterized by complexity and uncertainty of conditions.
General Competences (GC)	<p>GC 1. Abstract thinking, analysis and synthesis ability.</p> <p>GC 2. The ability to apply the acquired knowledge in practical situations.</p> <p>GC 3. The ability to communicate in the state language both orally and in written.</p> <p>GC 4. The ability to communicate in a foreign language.</p> <p>GC 5. The skills in the use of information and communication technologies.</p> <p>GC 6. The ability to search, process and analyze information from various sources.</p> <p>GC 7. The ability to work in a team.</p> <p>GC 8. The ability to show initiative and entrepreneurship.</p> <p>GC 9. The desire to preserve the environment.</p> <p>GC 10. The ability to act responsibly and consciously.</p> <p>GC 11. The 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. The ability to preserve and multiply moral, cultural, scientific values and achievements of the society based on understanding the history and patterns of development of the subject area, it's the 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 healthy living.</p>
Special Competences (SC)	<p>SC 1. Critical understanding of the theoretical foundations of business, trade and exchange activities.</p> <p>IC 2. The ability to choose and use appropriate methods, tools to justify decisions on the establishment, operation of business, trade and exchange structures.</p> <p>SC 3. The ability to carry out activities in the interaction of market participants.</p> <p>IC 4. The ability to apply innovative approaches in the activities of business, trade and exchange structures.</p>

	<p>IC 5. The ability to determine and evaluate the characteristics of goods and services in business, trade, exchange activities.</p> <p>IC 6. The ability to carry out activities in compliance with regulatory documents in the field of business, trade and exchange activities.</p> <p>IC 7. The ability to identify and perform professional tasks to organize the activities of business, trade and exchange structures.</p> <p>IC 8. The ability to apply the basics of accounting and taxation in business, trade, exchange activities.</p> <p>SC 9. The ability to organize foreign economic activity of business, trade and exchange structures.</p> <p>IC 10. The ability to plan business, assess market conditions and performance in the field of entrepreneurship, trade and exchange practices, taking into account risks.</p> <p><i>SC 11. The ability to manage the processes of procurement and distribution within the material flows, logistics services to enterprises in various fields of activity and to develop and implement measures to improve their organization.</i></p> <p><i>SC 12. The ability to effectively implement theoretical principles and practical methods of organization and technology of logistics operations and the provision of logistics services, providing the legal basis for logistics activities.</i></p>
7 – Program learning outcomes	
	<ol style="list-style-type: none"> 1. To use basic knowledge of entrepreneurship, trade and exchange activities and skills of critical thinking, analysis and synthesis for professional purposes. 2. The usage of acquired knowledge to identify, set and solve problems in different practical situations in business, trade and exchange activities. 3. The skills of written and oral professional communication in state and foreign languages. 4. To use modern computer and telecommunication technologies for the exchange and dissemination of professionally oriented information in the field of entrepreneurship, trade and exchange activities. 5. To 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. 6. The ability to work in a team, have interpersonal skills that allow one to achieve professional goals. 7. To demonstrate entrepreneurship in various areas of professional activity and take responsibility for the results. 8. To 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. 9. The knowledge of the requirements for the specialty, due to the need to ensure sustainable development of Ukraine, its strengthening as a democratic, social and legal state. 10. To demonstrate the ability to act socially responsibly based on ethical, cultural, scientific values and achievements of the society.

	<p>11. To demonstrate basic and structured knowledge in the field of entrepreneurship, trade and exchange activities for further use in practice.</p> <p>12. TO have the methods and tools to justify management decisions on the establishment and operation of business, trade and exchange structures.</p> <p>13. To use the knowledge of the forms of interaction of the subjects of market relations to ensure the activities of business, trade and exchange structures.</p> <p>14. The ability to apply innovative approaches in business, trade and exchange activities.</p> <p>15. To evaluate the characteristics of goods and services in business, trade and exchange activities using modern methods.</p> <p>16. The knowledge of the legal support of business, trade and exchange structures and apply it in practice.</p> <p>17. To be able to solve professional problems in organizing the activities of business, trade and exchange structures and solve problems in crisis situations, taking into account external and internal influences.</p> <p>18. The knowledge of the basics of accounting and taxation in business, trade and exchange activities.</p> <p>19. To apply knowledge and skills to ensure the effective organization of foreign economic activity of business, trade and exchange structures, taking into account market conditions and current legal norms.</p> <p>20. The knowledge of the basics of business planning, assessing market conditions and performance of business, trade and exchange structures, taking into account the risks.</p> <p>21. <i>To know and be able to apply in practice the basic forms of documentation of logistics processes in business, trade and exchange activities.</i></p> <p>22. <i>To understand the principles and patterns of integrated material flow management, taking into account the specifics of logistics services for commercial operations in the domestic and foreign markets.</i></p> <p>23. <i>To evaluate the characteristics of vehicles, storage equipment and other technical means to determine the possibilities of their optimal use in the logistics activities of the enterprise.</i></p> <p>24. <i>To be able to organize and conduct business in the Internet environment, use e-commerce tools and fulfilment.</i></p>
8 – The resource support for program implementation	
Staffing	<p>The specialists who train bachelors in the educational program "Logistics" must have professional knowledge and professional skills in the field of knowledge "Management and Administration".</p> <p>The participation of foreign specialists and practitioners in the teaching of disciplines of the training cycle is also possible.</p>
Material and technical support	<p>Provision of on-site facilities for training sessions and control activities and appropriate multimedia equipment.</p> <p>The usage of laboratories, computer and specialized classrooms of KNUTE. To ensure the educational process, there are specialized educational and scientific laboratories of the Department of Trade Entrepreneurship and Logistics. The provision of training facilities, computer workstations, multimedia equipment meets the needs</p>

	Availability of social and domestic infrastructure of KNUTE. All the necessary social and household infrastructure is available, the number of places in dormitories meets the requirements.
Information and educational and methodological support	General scientific and special sources of information on logistics, educational and methodical and monographic literature, information resources of the distance learning system and the Internet.
9 – Academic mobility	
National credit mobility	It is envisaged by the legislation and is expedient when there is a need for students to study (master) fundamentally new disciplines that are not taught in the basic institution of higher education. The regulations on academic mobility have been developed.
International credit mobility	The University has concluded agreements on cooperation between KNUTE and higher education institutions, within which partnerships and training of students are provided. In addition, international academic mobility is carried out under Erasmus + International programs and projects, in particular with the following universities: Krakow University of Economics (Poland, Krakow), University of Szczecin (Poland, Szczecin), Audencia Business School (France) , Nantes), University of Grenoble Alps (France, Grenoble), University of Paris Est Creteil (France, Paris), University of Central Lancashire (UK, Preston), University of Hohenheim (Germany, Stuttgart), Piraeus University of Applied Sciences (Greece, Piraeus), University of Piraeus. Kliment Ohridski (Bulgaria, Sofia)
The training of foreign applicants for higher education	Conditions and features of the educational program in the context of teaching foreign citizens: the Ukrainian language knowledge at a level not lower than B1.

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

The list of EP components

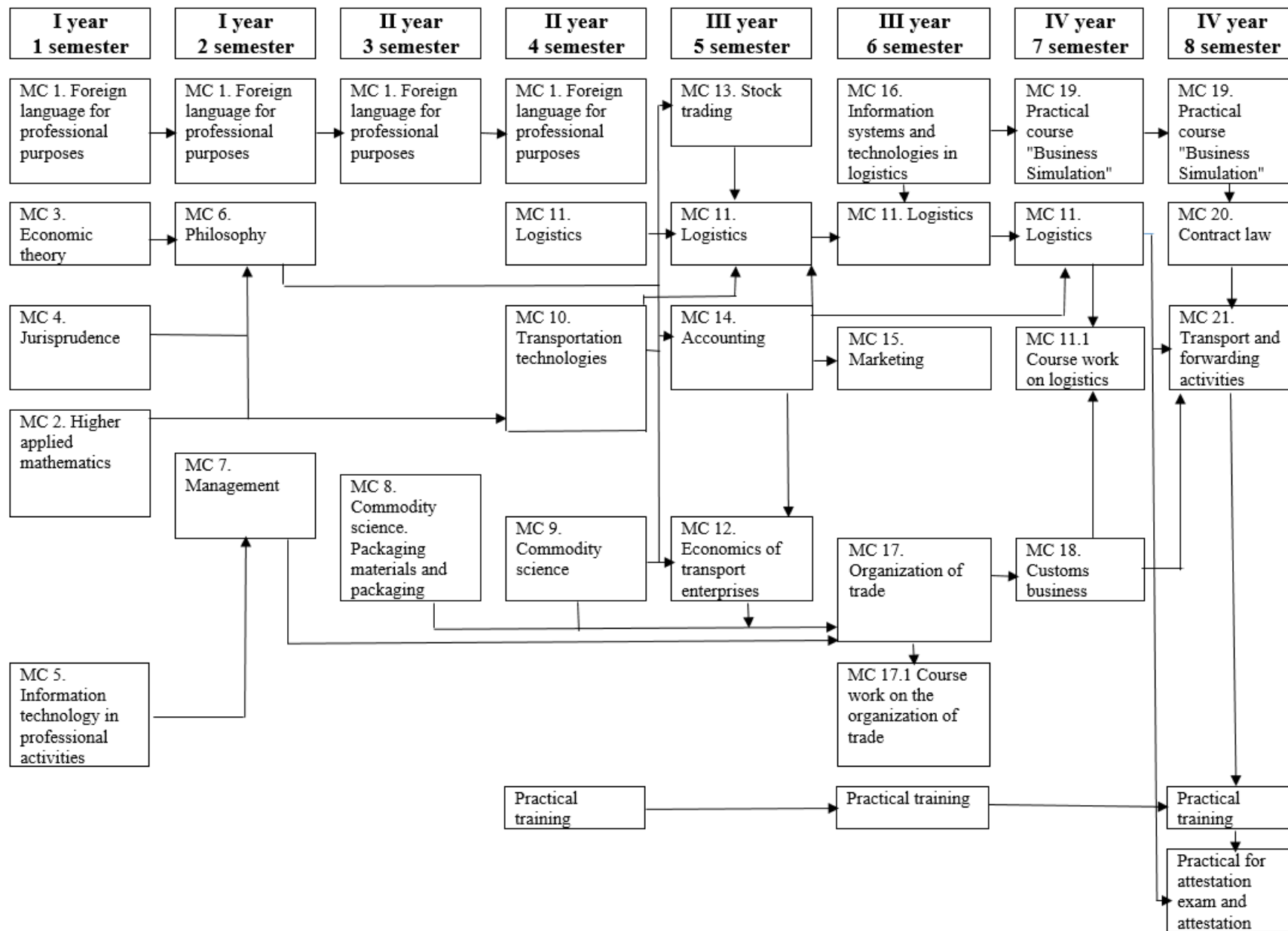
Training program code	Components of the educational program (academic disciplines, course projects (works), practices, qualifying exam, final qualifying work)	Number of credits
1	2	3
Mandatory components of the OP		
MC 1.	The foreign language for professional purposes	21
MC 2.	Higher and applied mathematics	6
MC 3.	Economic theory	6
MC 4.	Science of law	6
MC 5.	Information technology in professional activities	6
MC 6.	Philosophy	6
MC 7.	Management	6
MC 8.	Commodity science. Packaging materials and packaging	6
MC 9.	Commodity science	6
MC 10.	Transportation technologies	6

MC 11.	Logistics	19,5
MC 11.1	Course work on logistics	
MC 12.	Economics of transport enterprises	6
MC 13.	Exchange trade	6
MC 14.	Accounting	6
MC 15.	Marketing	6
MC 16.	Information systems and technologies in logistics	6
MC 17.	Organization of trade	6
MC 17.1	Course work on the organization of trade	
MC 18.	Customs	6
MC 19.	Practical course "Business Simulation"	9
MC 20.	Contract law	6
MC 21.	Transport and forwarding activities	6
Total amount of mandatory components::		157,5
Selective components of the EP		
SeC 1.	Business security	6
SeC 2.	Life safety	6
SeC 3.	Safety of goods	6
SeC 4.	Commercial law	6
SeC 5.	Diplomatic and business protocol and etiquette	6
SeC 6.	Second foreign language	6
SeC 7.	Ecology	6
SeC 8.	E-commerce and fulfillment	6
SeC 9.	Business ethics	6
SeC 10.	Foreign economic activity of the enterprise	6
SeC 11.	History of trade	6
SeC 12.	History of Ukraine	6
SeC 13.	History of Ukrainian Culture	6
SeC 14.	Category management	6
SeC 15.	Competitiveness of the enterprise	6
SeC 16.	Conflictology and psychology of business communication	6
SeC 17.	Cultural heritage of Ukraine	6
SeC 18.	Logic	6
SeC 19.	Customs brokerage services	6
SeC 20.	International Environmental Management	6
SeC 21.	National interests in world geopolitics and geoeconomics	6
SeC 22.	Optimization methods and models	6
SeC 23.	Public speaking	6
SeC 24.	Business law	6
SeC 25.	Enterprise activity planning	6
SeC 26.	Law of the World Trade Organization	6

SeC 27.	Psychology	6
SeC 28.	Business psychology	6
SeC 29.	Religious Studies	6
SeC 30.	World culture	6
SeC 31.	World market of goods and services	6
SeC 32.	Social Psychology	6
SeC 33.	Social leadership	6
SeC 34.	Sociology	6
SeC 35.	Statistics	6
SeC 36.	Insurance	6
SeC 37.	Startup technologies	6
SeC 38.	Ukrainian language (for professional purposes)	6
SeC 39.	HR	6
SeC 40.	Finance, money and credit	6
The total amount of selective components:		66
Practical training		
Practical training 1		4,5
Practical training 2		3
Practical training 3		6
Certification		
Preparation for the attestation exam and attestation		3
TOTAL VOLUME OF THE EDUCATIONAL PROGRAM		240

An exam is a form of the final evaluation of all components of educational programs.

3.3. Structural and logical scheme of EP



3.4. The form of the certification of applicants for higher education

The certification is carried out in the form of the attestation exam.

The attestation exam involves the assessment of learning outcomes determined by the standard of higher education in Ukraine 076 "Entrepreneurship, trade and exchange activities" and this educational program.

3.4.1. The matrix of compliance of program competencies with the obligatory components of the educational program

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 11.1	MC 12	MC 13	MC 14	MC 15	MC 16	MC 17	MC 17.1	MC 18	MC 19	MC 20	MC 21
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3.4.2. The matrix of correspondence of program competencies to elective components of the educational program

Components / competencies	SeC 1.	SeC 2	SeC.3	SeC 4.	SeC 5.	SeC 6.	SeC 7.	SeC 8.	SeC 9.	SeC 10.	SeC 11.	SeC 12.	SeC 13.	SeC 14.	SeC 15.	SeC 16.	SeC 17.	SeC 18.	SeC 19.	SeC 20.	SeC 21.	SeC 22.	SeC 23.	SeC 24.	SeC 25.	SeC 26.	SeC 27.	SeC 28	SeC 29.	SeC 30.	SeC 31.	SeC 32	SeC 33.	SeC 34.	SeC 35.	SeC 36.	SeC 37.	SeC 38.	SeC 39.	SeC 40.								
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3.4.3. The matrix of providing program learning outcomes with mandatory components of the educational program

Components / program results of training	MC 1	MC 2	MC 3	MC 4	MC 5	MC 6	MC 7	MC 8	MC 9	MC 10	MC 11	MC 11.1	MC 12	MC 13	MC 14	MC 15	MC 16	MC 17	MC 17.1	MC 18	MC 19	MC 20	MC 21
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3.4.4. The matrix for providing program learning outcomes with elective components of the educational program

Components / program results of training	SeC 1.	SeC 2	SeC.3	SeC 4.	SeC 5.	SeC 6.	SeC 7.	SeC 8.	SeC 9.	SeC 10.	SeC 11.	SeC 12.	SeC 13.	SeC 14.	SeC 15.	SeC 16.	SeC 17.	SeC 18.	SeC 19.	SeC 20.	SeC 21.	SeC 22.	SeC 23.	SeC 24.	SeC 25.	SeC 26.	SeC 27.	SeC 28	SeC 29.	SeC 30.	SeC 31.	SeC 32	SeC 33.	SeC 34.	SeC 35.	SeC 36.	SeC 37.	SeC 38.	SeC 39.	SeC 40.		
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