

3. Educational program

The study program in specialty 076 "Entrepreneurship, trade and stock exchange operations" (specialization "Commodity science and organization of foreign trade")

The Head of the project group (guarantor of the study program) - Glushkova T.G., Candidate of Technical Sciences, Associate Professor.

1 - General information	
Full name of higher educational institution and structural subdivision	Kyiv National University of Trade and Economics, Faculty of Trade and Marketing, Department of Commodity Science and Customs
Degree of higher education and title of qualification in the original language	Degree of higher education, bachelor's degree in specialty "Entrepreneurship, trade and stock exchange operations", specialization "Commodity science and organization of foreign trade"
The official name of the study program	"Commodity science and organization of foreign trade"
Type of diploma and volume of the study program	Bachelor's degree, single, 240 ECTS credits, study period 3 years 10 months
Availability of accreditation	Ministry of Education and Science of Ukraine; Ukraine Certificate of accreditation HД №1196398 from 21.11.2017 valid until 01.07.2024
Cycle / level	NQF of Ukraine - level 6, FQ-EHEA - first cycle, EQF-LLL - level 6
Requirements	Complete general secondary education or junior specialist degree
Language (s) of teaching	Ukrainian
Term of the study program	Until July 1, 2024.
Internet address of the permanent placement of the description of the study program	https://knute.edu.ua
2 - The purpose of the study program	
Training of general and vocational competencies of specialists capable of solving practical problems and complex specialized tasks in entrepreneurship and foreign trade.	
3 - Characteristics of the study program	
Subject area (field of knowledge,	Field of knowledge 07 "Management and Administration", specialty 076 "Entrepreneurship, trade and stock exchange operations", specialization "Commodity science and organization of foreign trade".

specialty, specialization)	
Orientation of the study program	The program is educational and vocational, applied, focused on the training of specialists capable of using knowledge and skills in commodity science and foreign economic activity for the effective functioning of business, trade and stock exchange structures.
The main focus of the study program and specialization	General higher education in the field of knowledge "Management and Administration" specialty "Entrepreneurship, trade and stock exchange operations". The emphasis of the program is on the gaining of knowledge and skills in commodity evaluation, range formation, declaration of goods, following tariff and non-tariff regulations in foreign economic activity. <i>Key words:</i> entrepreneurship, trade, stock exchange activity, commodity science, customs, foreign trade.
Peculiarities of the program	The program provides basic, theoretical and practical training in entrepreneurship, trade and stock exchange activities. Practical training at industrial, trade enterprises and organizations engaged in foreign economic activity.
4 - Ability of graduates for employment and further training	
Ability for employment	<p>Graduates of the program can hold primary posts, as well as management positions in accordance with the professional titles of posts which are parts of the following classification groups according to the classifier of professions ДК 003: 2010:</p> <ul style="list-style-type: none"> 3152 Product quality control inspector; 3411 Broker; 3411 Dealer; 3411 Stock broker; 3411 Specialist in stock exchange transactions; 3415 Trade agent; 3415 Trade representative; 3415 Commercial trader; 3415 Industrial trader; 3415 Traveling trader; 3415 Technical trader; 3416 Purchaser; 3419 Commodity expert; 3419 Supply organizer; 3419 Sales organizer; 3419 Trade Inspector; 3419 Commodity Inspector; 3421 Trading broker; 3422 Agent for customs clearance of cargo and goods; 3422 Cargo transfer agent at the border station (point); 3429 Merchant (business and advertising services); 3436.1 Assistant Head of the enterprise (institution, organization); 3436.2 Assistant Head of another main unit; 3436.3 Assistant Head of a small enterprise without management staff; 3449 State inspector for product quality and trade.
Further training	Further learning at the second (master's) level of higher education according to master's study programs.
5 - Teaching and assessment	
Teaching and learning	Student-centered and problem-oriented learning, practical training and self-study are used.
Assessment	Current control, term papers, written exams. Final certification - passing the

	certification exam. Assessment is carried out in accordance with the "Regulations on the assessment of learning outcomes of students and postgraduate students", "Regulations on the organization of the educational process of students".
6 - Program competencies	
Integral competence (IC)	The ability of a <i>person</i> to solve complex specialized <i>tasks</i> and <i>practical</i> problems in the <i>field of entrepreneurship, trade</i> and stock exchange activities or <i>in</i> the learning process, which involves the use of <i>certain</i> theories and methods of <i>relevant sciences</i> and is characterized by <i>complexity and uncertainty</i> .
General competencies (GC)	GC 1. Ability to abstract thinking, analysis and synthesis. GC 2. Ability to apply the acquired knowledge in practical situations. GC 3. Ability to communicate in the state language both orally and in writing. GC 4. Ability to communicate in a foreign language. GC 5. Skills in the use of information and communication technologies. GC 6. Ability to search, process and analyze information from various sources. GC 7. Ability to work in a team. GC 8. Ability to show initiative and entrepreneurship. GC 9. The desire to preserve the environment. GC 10. Ability to act responsibly and consciously. GC 11. 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 . GC 12. Ability to preserve and increase moral, cultural, scientific values and 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 development of society, techniques and technologies, use different types and forms of physical activity for active recreation and a healthy lifestyle.
Special competencies (SC)	SC 1. Critical understanding of the theoretical foundations of business, trade and stock exchange activities. SC 2. Ability to choose and use appropriate methods, tools to justify decisions on the establishment, operation of business, trade and stock exchange structures. SC 3. Ability to carry out activities in the interaction of the subjects of market relations. SC 4. Ability to apply innovative approaches in the activities of business, trade and stock exchange structures. SC 5. Ability to determine and evaluate the characteristics of goods and services in business, trade, stock exchange activities. SC 6. Ability to carry out activities in compliance with the requirements of regulatory documents in the field of business, trade and stock exchange activities. SC 7. Ability to identify and perform professional tasks to organize the activities of business, trade and stock exchange structures. SC 8. Ability to apply the basics of accounting and taxation in business, trade, exchange activities. SC 9. Ability to organize foreign economic activity of business, trade and stock exchange structures. SC 10. Ability to do business planning, estimate market conditions and performance in the field of entrepreneurship, trade and stock exchange

	<p>practices, taking into account the risks.</p> <p>SC 11. Ability to carry out business activities on a logistical basis.</p> <p>SC 12. Ability to evaluate the range, quality and safety of goods in accordance with international and European law.</p> <p>SC 13. Ability to declare goods, provide customs brokerage services in carrying out foreign economic activity.</p>
7 - Program learning outcomes	
	<ol style="list-style-type: none"> 1. Use basic knowledge of entrepreneurship, trade and stock exchange activities and the ability to think critically, analyze and synthesize for professional purposes. 2. Apply the acquired knowledge to identify, set and solve problems in different practical situations in business, trade and stock exchange activities. 3. Have the skills of written and oral professional communication in state and foreign languages. 4. Use modern computer and telecommunication technologies for the exchange and distribution of professionally oriented information in the field of entrepreneurship, trade and stock exchange activities. 5. 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 stock exchange activities. 6. Be able to work in a team, have interpersonal skills that allow you to achieve professional goals. 7. Demonstrate entrepreneurship in various areas of professional activity and take responsibility for the results. 8. Apply the acquired knowledge and skills to initiate and implement measures in the field of environmental protection and safe operation of business, trade and stock exchange structures. 9. Know the requirements for activities in the specialty to ensure sustainable development of Ukraine, its strengthening as a democratic, social and legal state. 10. Demonstrate the ability to act socially, responsibly on the basis of ethical, cultural, scientific values and achievements of society. 11. Demonstrate basic and structured knowledge in the field of entrepreneurship, trade and stock exchange activities for further use in practice. 12. Use the methods and tools to justify management decisions on the establishment and operation of business, trade and stock exchange structures. 13. Use knowledge of the forms of interaction of the subjects of market relations to ensure the activities of business, trade and stock exchange structures. 14. Be able to apply innovative approaches in business, trade and stock exchange activities. 15. Evaluate the characteristics of goods and services in business, trade and stock exchange activities using modern methods. 16. Know the regulatory and legal support of business, trade and stock exchange structures and apply it in practice. 17. Be able to solve professional problems in organizing the activities of business, trade and stock exchange structures and solve problems in crisis situations taking into account external and internal influences. 18. Know the basics of accounting and taxation in business, trade and stock exchange activities. 19. Apply knowledge and skills to ensure the effective organization of foreign economic activity of business, trade and stock exchange structures

	<p>taking into account market conditions and current legal norms.</p> <p>20. Know the basics of business planning, evaluating of market conditions and performance of business, trade and stock exchange structures taking into account the risks.</p> <p>21. <i>Be able to form logistical channels for the supply of goods and make reasonable decisions in the field of international trade.</i></p> <p>22. <i>Evaluate the range, safety and quality of goods in accordance with current legislation.</i></p> <p>23. <i>Be able to declare goods and provide customs brokerage services in carrying out foreign economic activity.</i></p>
8 - Resource support for program implementation	
Staffing	<p>All scientific and pedagogical specialists providing educational and vocational program have professional knowledge and skills in the field of business, commerce and stock exchange operations, their qualification corresponds the profile and direction of subjects which are taught, they have the necessary experience of pedagogical and practical work.</p> <p>In the process of organizing of the educational process, professionals with experience in research, management, innovation, creative and professional work, foreign lecturers are involved.</p> <p>The participation of foreign specialists and practitioners in the teaching of disciplines of the training cycle is possible.</p>
Material and technical support	<p>Training rooms, computer classes, laboratories and special rooms with modern software resources which provide high quality training for Masters in the study program "Commodity Science and Organization of Foreign Trade" within the training cycle create the basis of material and technical support.</p>
Information, educational and methodical support	<p>General scientific and special sources of information on entrepreneurship, trade and stock exchange operations, educational, methodical and monographic literature, information resources of the distance learning system and the Internet.</p> <p>The official website https://knute.edu.ua/ contains information about study programs, teaching, scientific and educational activities, structural units, admission rules, contacts.</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 by the conclusion of agreements on international academic mobility (Erasmus +), double graduation, long-term international projects which involve student education, offering of a double diploma, etc.</p>
Training of foreign applicants for higher education	<p>Conditions and requirements of the study program in the context of admission of foreign citizens: knowledge of the Ukrainian language at the level not lower than B1.</p>

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

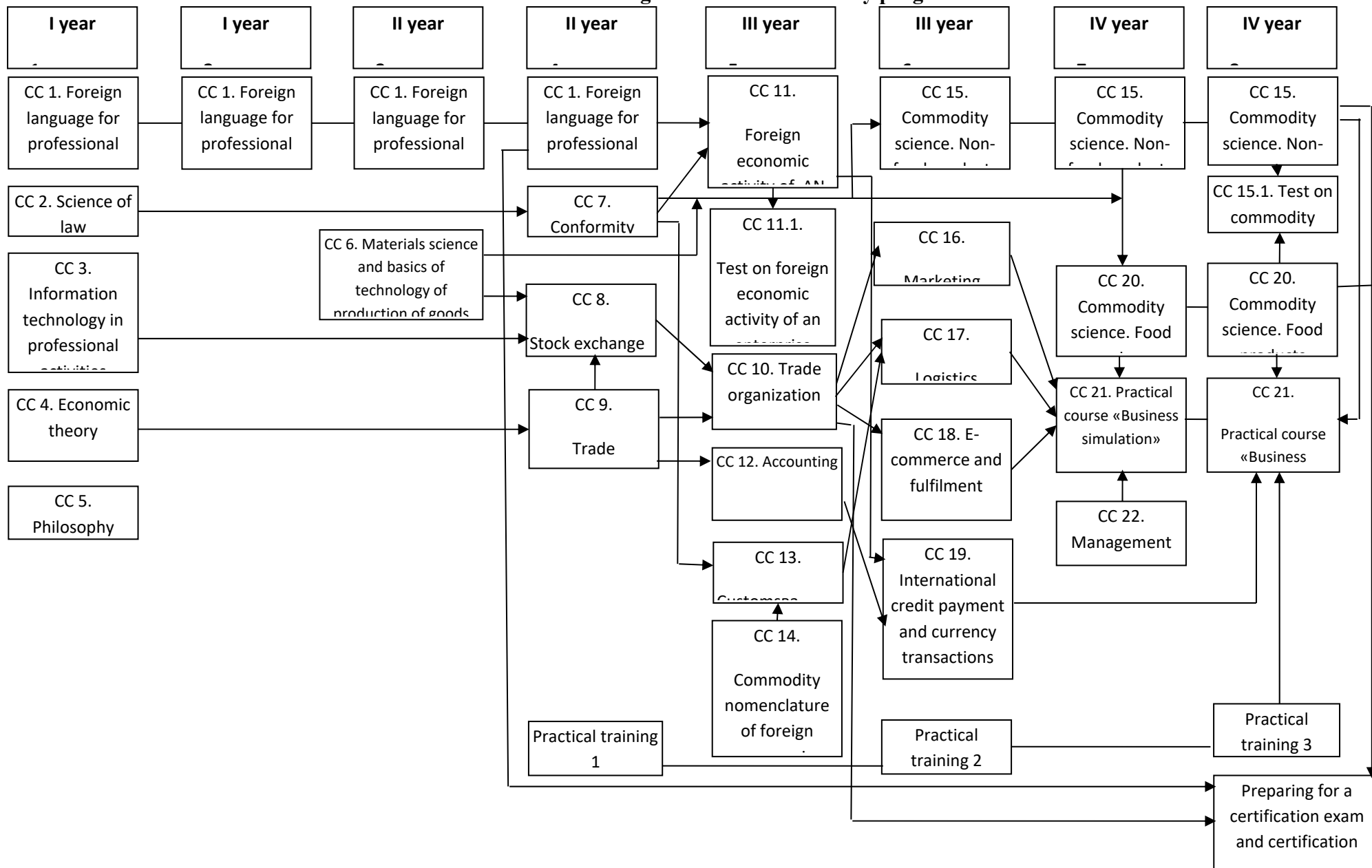
2.1 List of SP components

Code s/a	Components of the study program (academic disciplines, course projects (works), practices, a qualification exam, a graduate qualification paper)	Number of credits
1	2	3
Compulsory components of the SP		
CC 1	Foreign language for professional purposes	21
CC 2	Science of law	6
CC 3	Information technologies in professional activity	6
CC 4	Economic theory	6
CC 5	Philosophy	6
CC 6	Materials science and basics of technology of production of goods	6
CC 7	Conformity assessment	4,5
CC 8	Stock exchange trade	6
CC 9	Economics of trade	6
CC 10	Trade organization	6
CC 11	Foreign economic activity of the enterprise	6
CC 11.1	Test on foreign economic activity of the enterprise	
CC 12	Accounting	6
CC 13	Customs	6
CC 14	Commodity nomenclature of foreign economic activity	6
CC 15	Commodity science. Non-food products	15
CC 15.1	Test on commodity science	
CC 16	Marketing	6
CC 17	Logistics	6
CC 18	E-commerce and fulfilment	6
CC 19	International credit payment and currency transactions	6
CC 20	Commodity science. Food products	12
CC 21	Practical course "Business Simulation"	9
CC 22	Management	6
The total amount of compulsory components		163,5
Optional components of SP		
OC 1	Life safety	6

OC 2	Safety of goods and the environment	6
OC 3	Higher and applied mathematics	6
OC 4	Commercial law	6
OC 5	Diplomatic and business protocol and etiquette	6
OC 6	Aesthetics	6
OC 7	Aesthetics of goods and design	6
OC 8	Business ethics	6
OC 9	History of Ukraine	6
OC 10	History of Ukrainian culture	6
OC 11	Categorical management	6
OC 12	Cultural heritage of Ukraine	6
OC 13	Science of Logic	6
OC 14	Customs brokerage services	6
OC 15	International audit	6
OC 16	National interests in world geopolitics and geoeconomics	6
OC 17	Public speaking	6
OC 18	Business law	6
OC 19	The tax system	6
OC 20	Politology	6
OC 21	Legal regulation of foreign economic activity	6
OC 22	Psychology	6
OC 23	Psychology of trade	6
OC 24	Religious studies	6
OC 25	World culture	6
OC 26	World market of goods and services	6
OC 27	Sensory analysis	6
OC	Social leadership	6

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OC 29	Sociology	6
OC 30	Standardization, metrology and quality management	6
OC 31	Statistics	6
OC 32	Theoretical foundations of commodity science	6
OC 33	Commodity science. Antiques	6
OC 34	Commodity science. Flowers	6
OC 35	Commodity science. Packaging materials and containers	6
OC 36	Commodity science. Fuel and lubricants	6
OC 37	Commodity science. Vehicles	6
OC 38	Commodity science. Civilian weapons	6
OC 39	Trade equipment	6
OC 40	Ukrainian language (for professional purposes)	6
OC 41	Physical research methods	6
OC 42	Chemistry	6
The total amount of optional components		60
Practical training		
	Practical training 1	4,5
	Practical training 2	3
	Practical training 3	6
	Total	13,5
Certification		
	Preparing for a certification exam and certification	3
THE TOTAL VOLUME OF THE STUDY PROGRAM		240

3.2.2. Structural and logical scheme of the study program



3.3. Form of certification of applicants for higher education

Certification in the specialty is carried out in the form of a certification exam.

The certification exam should include assessment of learning outcomes defined by the Standard of Higher Education of the first (bachelor's) level of knowledge 07 "Management and Administration", specialty 076 "Entrepreneurship, trade and stock exchange operations" and by this study program.

3.4. Matrix of correspondence of the program competencies to the compulsory components of the study program

Components Competencies	CC1	CC2	CC3	CC4	CC5	CC6	CC7	CC8	CC9	CC10	CC11	CC11.1	CC12	CC13	CC14	CC15	CC15.1	CC16	CC17	CC18	CC19	CC20	CC21	CC22
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GC 2						+			+	+			+	+		+	+					+	+	
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GC 10		+			+									+										
GC 11		+																						
GC 12				+	+																			
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SC 5							+	+								+	+					+		
SC 6		+					+	+			+	+		+	+	+	+					+		
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SC 9											+	+		+	+							+		
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SC 11										+	+	+							+			+	+	
SC 12		+				+	+									+	+					+	+	
SC 13														+	+									

3.5. Matrix of correspondence of the program competencies to the optional components of the study program

Components Competencies	OC 1	OC 2	OC 3	OC 4	OC 5	OC 6	OC 7	OC 8	OC 9	OC 10	OC 11	OC 12	OC 13	OC 14	OC 15	OC 16	OC 17	OC 18	OC 19	OC 20	OC 21	OC 22	OC 23	OC 24	OC 25	OC 26	OC 27	OC 28	OC 29	OC 30	OC 31	OC 32	OC 33	OC 34	OC 35	OC 36	OC 37	OC 38	OC 39	OC 40	OC 41	OC 42						
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3.6. Matrix of providing the program learning outcomes with the relevant compulsory components of the study 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 11.1	CC 12	CC 13	CC 14	CC 15	CC 15.1	CC 16	CC 17	CC 18	CC 19	CC 20	CC 21	CC 22	
1				+	+	+		+	+	+					+			+					+		
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3.7. Matrix of providing the program learning outcomes with the relevant optional components of the study program

Components Program learning outcomes	OC 1	OC 2	OC 3	OC 4	OC 5	OC 6	OC 7	OC 8	OC 9	OC 10	OC 11	OC 12	OC 13	OC 14	OC 15	OC 16	OC 17	OC 18	OC 19	OC 20	OC 21	OC 22	OC 23	OC 24	OC 25	OC 26	OC 27	OC 28	OC 29	OC 30	OC 31	OC 32	OC 33	OC 34	OC 35	OC 36	OC 37	OC 38	OC 39	OC 40	OC 41	OC 42								
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