

3. Educational program

Project team leader
(guarantor of the educational
program)

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3.1. Profile of the educational program in specialty 073 "Management" (specialization "International Management")

1 - General information	
Full name of the free economic zone and structural subdivision	Kyiv National University of Trade and Economics Faculty of International Trade and Law Department of International Management
Degree of higher education and title of qualification in the original language	Bachelor's degree specialty "Management" specialization "International Management"
The official name of the educational program	International Management
Type of diploma and scope of educational program	Single bachelor's degree, 240 ECTS credits, term of study 3 years 10 months.
Availability of 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
Prerequisites	Presence of complete general secondary education or qualification of junior specialist
Languages of instruction	Ukrainian
Term of the educational program	until July 1, 2024
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 in the field of international companies, transnational corporations, international financial and economic organizations, which includes the formation of theoretical knowledge and practical skills in higher education for further specialization and profiling in international management through the optimal combination of economic, managerial and legal education. international management in the context of high competition and a dynamic environment.

3 - Characteristics of the educational program

Subject area (field of knowledge, specialty, specialization)	Field of knowledge 07 "Management and administration" Specialty 073 "Management" Specialization "International Management"
Orientation of the educational program	Educational and professional. Its structure is based on an organic combination of practical components and fundamental theoretical training in micro- and macroeconomics, statistics, international economics, management, transnationalization, international marketing management, business foreign language. The program focuses on the training of innovative middle and senior managers in the specialization of "International Management", in which further training and professional activities are possible.
The main focus of the educational program and specialization	The program is aimed at obtaining education in the field of international management with in-depth study of international business operations, a high level of foreign language proficiency. <i>Keywords:</i> management, international management, international activity, subject of international business, international operation
Features of the program	Combination of theoretical training of students with practice in domestic and international companies. In-depth study of two foreign languages.

4 - Suitability of graduates for employment and further study

Suitability for employment	Employment in international companies, multinational corporations, international financial and economic and governmental organizations, public authorities and local governments, NGOs in the positions of specialists whose functional responsibilities relate to corporate governance, asset management, marketing, business efficiency, production rationalization , intellectual property and innovation
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Further training	The bachelor can continue his studies at the second (master's) level of higher education. Acquisition of additional qualifications in the system of postgraduate education.
5 - Teaching and assessment	
Teaching and learning	Problem-oriented learning based on conducting "active" lectures, namely lectures-visualizations, lectures-consultations, problem lectures, conducting practical classes using elements of business games, simulations, debates, storytelling, case method, conducting training sessions at the Center business training.
Evaluation	Assessment of student learning outcomes involves the following control measures: input, current, modular and final control, certification. Students' learning outcomes at KNTEU 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	Ability to solve complex specialized problems and practical problems characterized by complexity and uncertainty of conditions, in the field of management or in the learning process, involving the application of theories and methods of social and behavioral sciences <i>and characterized by complexity and uncertainty of conditions</i>
General competencies	<p>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 its sustainable development, the rule of law, human and civil rights and freedoms in Ukraine.</p> <p>2 . Ability to preserve and increase moral, cultural, scientific values and increase the achievements of society based on understanding the history and</p>

	<p>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, techniques and technologies. for active recreation and a healthy lifestyle.</p> <ol style="list-style-type: none"> 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). 16. <i>Ability to conduct economic activities in accordance with the priorities of sustainable development.</i>
<p>Special 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 determine the functional areas of the organization and the relationships between them. 5. Ability to manage the organization and its departments through the implementation of management functions. 6. The ability to act socially responsibly and consciously. 7. Ability to choose and use modern management tools.

	<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. <i>Ability to respond to changes in the international economic environment and adapt to them based on the latest approaches to international management</i></p> <p>17. <i>Ability to apply knowledge of functions, principles, methods, technologies and tools in the field of administration at the level of economics, management of economic entities and project management.</i></p> <p>18. <i>Ability to conduct research on macroeconomic processes, phenomena and models and assess the role of actors in ensuring the effective functioning of the national economy, its sectors and markets in the context of globalization.</i></p> <p>19. <i>Ability to demonstrate a market-oriented worldview and knowledge of management principles and apply its tools and methods for the formation of optimal business decisions by international business entities .</i></p>
7 - Program learning outcomes	
	<p>1. Know the rights and responsibilities as a member of society, to understand the values of civil society, the rule of law, human and civil rights and freedoms in Ukraine.</p>

- 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.
- 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.** *Make choices and conduct economic activities in accordance with the priorities of sustainable development.*

	<p>19. <i>Use the latest approaches of international management to financial and economic activities based on the analysis of financial statements; prepare analytical reports on the results of the international company.</i></p> <p>20. <i>Apply knowledge in the field of management to realize the interests of entities at the level of economy, enterprises and projects.</i></p> <p>21. <i>Assess the role of macroeconomic actors, processes, phenomena and models in ensuring the effective functioning of the national economy, its sectors and markets in the context of globalization.</i></p> <p>22. <i>Demonstrate a market-oriented worldview, effectively apply the management methodology for the implementation of optimal economic decisions by international business entities.</i></p>
8 - Resource support for program implementation	
Staffing	<p>Project group: three persons with the degree of Candidate of Economic Sciences and / or academic title (guarantor of the educational program - Ph.D., Assoc. Prof., members of the project group: 1 Ph.D., Assoc. .e.n.) Scientific and pedagogical workers with scientific degrees and / or academic titles, as well as highly qualified specialists are involved in the implementation of the program.</p> <p>In order to improve the professional level, all scientific and pedagogical workers undergo internships once every five years .</p>
Logistics	<p>The basis of material and technical support are lecture halls with appropriate multimedia equipment, computer and specialized classrooms, laboratories KNTEU.</p> <p>Availability of social and household infrastructure of KNTEU.</p>
Information and educational and methodical support	<p>The current MOODLE distance learning system provides independent and individual training.</p> <p>KNTEU fully complies with the technological requirements for teaching and information support of educational activities.</p>
9 - Academic mobility	
National credit mobility	<p>It is provided by the legislation and is expedient when there is a necessity of studying (mastering) by students of fundamentally new courses, disciplines which are</p>

	not taught in basic ZVO. Regulations on academic mobility have been developed.
International credit mobility	The University has concluded agreements on cooperation between KNTEU and higher education institutions, within which partner exchange and training of students is carried out. 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. Kliment Ohridski (Bulgaria, Sofia)
Training of foreign applicants for higher education	Foreign students study in academic groups. 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.

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

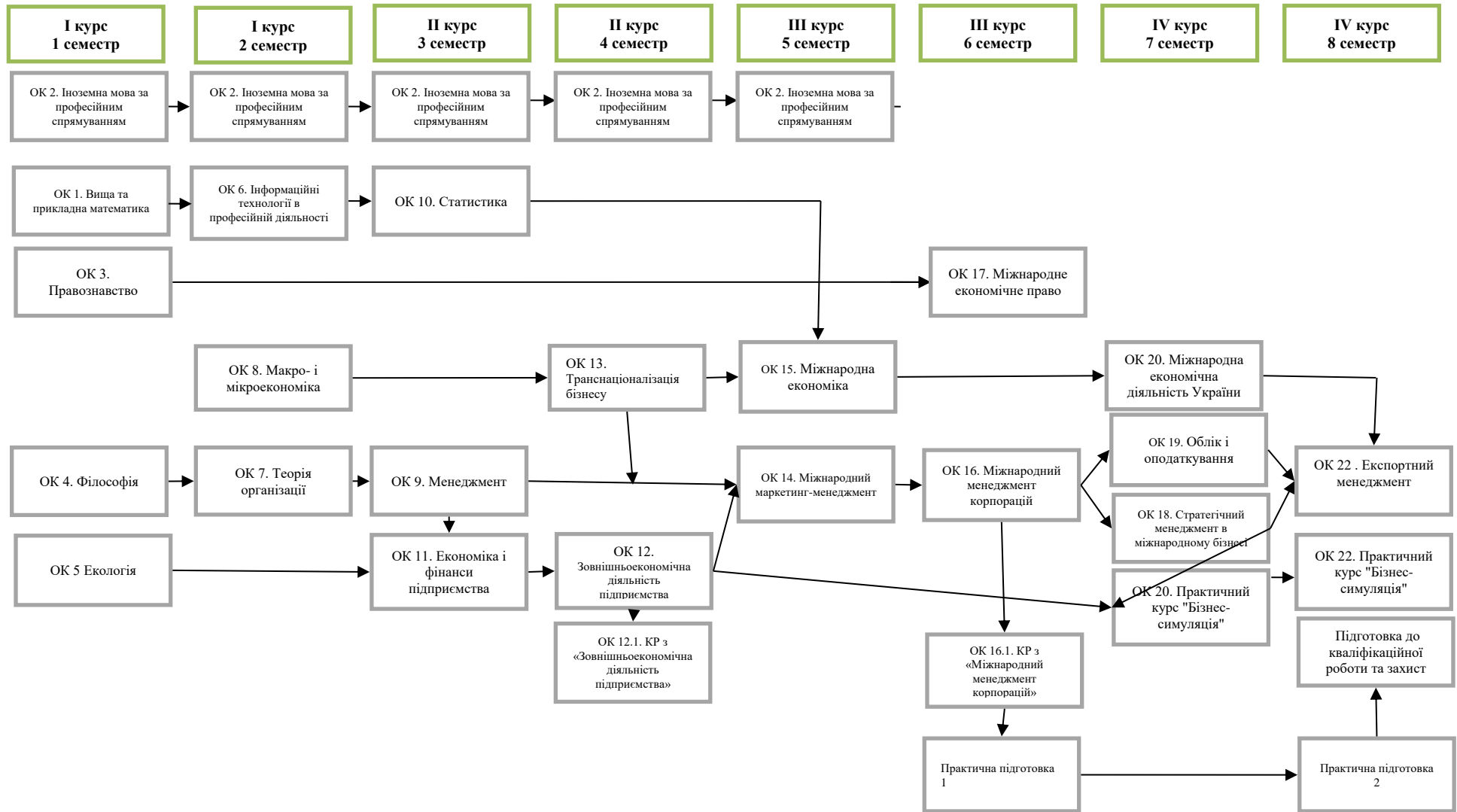
Code n / a	Components of the educational program (academic disciplines, course projects (works), practices, qualifying exam, final qualifying work)	Number of credits
Mandatory components of the OP		
OK 1.	Higher and applied mathematics	6
OK 2.	Foreign language for professional purposes	30
OK 3.	science of law	6
OK 4.	Philosophy	6
OK 5.	Ecology	6
OK 6.	Information technologies in professional activity	6
OK 7.	Organization theory	6
OK 8.	Macro- and microeconomics	6
OK 9.	Management	6
OK 10.	Statistics	6
OK 11.	Economics and finance of the enterprise	6

OK 12.	Foreign economic activity of the enterprise	6
OK 12.1	KR in the discipline of foreign economic activity of the enterprise	
OK 13	Transnationalization of business	6
OK 14.	International marketing management	6
OK 15.	International Economics	6
OK 16	International management of corporations	9
OK 16.1	CD in the discipline of International Corporate Management	
OK 17.	International economic law	6
OK 18.	Strategic management in international business	6
OK 19.	Accounting and taxation	6
OK 20.	International economic activity of Ukraine	6
OK 21.	Practical course "Business Simulation"	9
OK 22.	Export management	6
The total required component:		180
Selective components of OP		
VK 1	Alternative dispute resolution	6
VK 2	Analysis of economic activity	6
VK 3	Antitrust regulation of industry markets	6
VK 4	Banking management	6
VK 5	Commercial law	6
VK 6	Diplomatic and business protocol and etiquette	6
VK 7	Contract law	6
VK 8	Second foreign language	18
VK 9	Economic and mathematical modeling	6
VK 10	Economic statistics	6
VK 11	Business ethics	6
VK 12	Reporting of international corporations	6
VK 13	Internet technologies in business	6
VK 14	Competition law	6
VK 15	Corporate communications in the system of international marketing	6

VK 16	Local lore	6
VK 17	Credit management	6
VK 18	Cross-cultural management	6
VK 19	Cultural heritage of Ukraine	6
VK 20	Logic	6
VK 21	Marketing research in international markets	6
VK 22	International business	6
VK 23	International auditing standards	6
VK 24	International accounting and reporting standards	6
VK 25	International trade and economic organizations	6
VK 26	Business process modeling	6
VK 27	Operational management	6
VK 28	Valuation of business and property of the enterprise	6
VK 29	Business law	6
VK 30	Politolology	6
VK 31	The right to resolve international disputes	6
VK 32	Psychology	6
VK 33	Advertising management	6
VK 34	Reputation management	6
VK 35	Self-management	6
VK 36	World culture	6
VK 37	Social leadership	6
VK 38	Social and corporate management in the organization	6
VK 39	Ukrainian language (for professional purposes)	6
VK 40	Innovation management	6
VK 41	Personnel management in an international company	6
VK 42	Managerial Accounting	6
VK 43	Finance, money and credit	6
VK 44	Pricing in world commodity markets	6
The total volume of the sample component:		60
Practical training		
Practical training 1		3
Practical training 2		6
Total		9
Certification		
Preparation for certification		3
Qualification work preparation and defense		6
Total		9

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

3.3. Структурно-логічна схема ОПШ



3.4. Form of certification of applicants for higher education

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

Qualification work should involve solving a complex specialized problem 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 qualification work.

Qualification work must be published on the official website of the higher education institution or its subdivision

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

Компетентність	Компонент	OK1	OK2	OK3	OK4	OK5	OK6	OK7	OK8	OK9	OK10	OK11	OK12	OK12.1	OK13	OK14	OK15	OK16	OK17	OK18	OK19	OK20	OK21	OK22	
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3.5.1. Matrix of compliance of program competencies with mandatory components of the educational program

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

Компетенції носії		Компонент																																																										
		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.	ВК 14.	ВК 15.	ВК 16.	ВК 17.	ВК 18.	ВК 19.	ВК 20.	ВК 21.	ВК 22.	ВК 23.	ВК 24.	ВК 25.	ВК 26.	ВК 27.	ВК 28.	ВК 29.	ВК 30.	ВК 31.	ВК 32.	ВК 33.	ВК 34.	ВК 35.	ВК 36.	ВК 37.	ВК 38.	ВК 39.	ВК 40.	ВК 41.	ВК 42.	ВК 43.	ВК 44.															
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3.6. Matrix for providing software learning outcomes to the relevant main components of the educational program

3.6.1. The matrix of providing program learning outcomes to the mandatory components of the educational program

Програмні результати навчання	Компоненти																								
	ОК1	ОК2	ОК3	ОК4	ОК5	ОК6	ОК7	ОК8	ОК9	ОК10	ОК11	ОК12	ОК12.1	ОК13	ОК14	ОК15	ОК16	ОК16.1	ОК17	ОК18	ОК19	ОК20	ОК21	ОК22	
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3.6.2. Matrix for providing software learning outcomes to elective components of the educational program

Програмні результати навчання	Компоненти																																																				
	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.	БК 14.	БК 15.	БК 16.	БК 17.	БК 18.	БК 19.	БК 20.	БК 21.	БК 22.	БК 23.	БК 24.	БК 25.	БК 26.	БК 27.	БК 28.	БК 29.	БК 30.	БК 31.	БК 32.	БК 33.	БК 34.	БК 35.	БК 36.	БК 37.	БК 38.	БК 39.	БК 40.	БК 41.	БК 42.	БК 43.	БК 44.									
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