

3. Educational program

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(director of the educational program)

3.1. Profile of the educational program "International Management" in the subject area 073 "Management"

1 - General information	
Full name of the institution of higher education and structural unit	State 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	Master's degree of higher education Subject Area "Management"
Official title of the educational program	"International Management"
Compliance with the standard of higher education of the Ministry of Education and Culture of Ukraine	Compliance with the higher education standard of the Ministry of Education and Culture of Ukraine
Type of diploma and volume of educational program	Master's degree, single, 90 ECTS credits, term of study 1 year 4 months
Availability of accreditation	Ministry of Education and Science of Ukraine, Ukraine, from 2012 to 2025
Cycle / level	NRCs of Ukraine - level 7, FQ-EHEA - second cycle, EQF-LLL - level 7
Prerequisites	Availability a bachelor's degree
Language(s) of instruction	Ukrainian
The term of validity the educational program	2026
Internet address of the permanent description of the educational program	https://knute.edu.ua/
2 - The purpose of the educational program	
Training of highly qualified specialists with modern opinions, way of mind, leader skills, able to solve practical problems and specialized tasks in the field of effective management of the activities of transnational corporations and their units in order to ensure their competitiveness on national and international markets, to perform the tasks of management of business entities in conditions of business internationalization on the basis of mastery of in-depth knowledge, basic and professional competences.	
3 - Characteristics of the educational program	
Subject area	Object of study: management of organizations and their units.

	<p>Learning objectives: training of specialists capable of identifying and solving complex tasks and problems in the field of management or in the learning process, which involve conducting research and/or implementing innovations and are characterized by uncertainty of conditions and requirements.</p> <p>Theoretical content of the subject area:</p> <ul style="list-style-type: none"> - paradigms, laws, legitimacy, - principles, historical prerequisites of management development; - concepts of systemic, situational, adaptive, anticipatory, anti-crisis, innovative, project management, etc.; - functions, methods, technologies and managerial decisions in management. <p>Methods, techniques and technologies:</p> <ul style="list-style-type: none"> - scientific and specific research methods (calculation-analytical, economic-statistical, economic-mathematical, expert assessment, factual, sociological, documentary, balance etc.); - methods of implementing management functions (marketing research methods; methods of economic diagnostics; methods of forecasting and planning; methods of designing organizational management structures; methods of motivation; methods of control; methods of evaluating social, organizational and economic efficiency in management, etc.) - management methods (administrative, economic, socio-psychological, technological); - technologies for justifying management decisions (economic analysis, simulation modeling, decision tree, etc.). <p>Tools and equipment: modern information and communication equipment, information systems and software products which used in management.</p>
Orientation of the educational program	Educational-professional. Emphasis on obtaining a complex of knowledge, acquiring skills and practical skills in the management of international companies, the ability to solve professional tasks in international management in a modern business environment.
The main focus of the educational program	Special education in the field of study "Management and administration" with in-depth training in international management, the ability to make managerial decisions in the conditions of a changing competitive environment. Key words: management, international management, management, administration, international competitiveness.
Program features	In-depth study and knowledge of promising areas of management, global and managerial economics, management of international competitiveness of the enterprise, managerial effectiveness in international business. Practical training in leading domestic and foreign companies.
4 - Availability of graduates for employment and further study	
Availability for employment	Workplaces in domestic and international companies in the field of communication and management, consulting companies, state institutions, public associations, international non-governmental organizations. Positions that a master can hold (according to the State Classifier of Professions DK 003:2010): 1210 Heads of enterprises, institutions and organizations 1210.1 The general director (chairman, president, other manager) of the association of enterprises (association, corporation, concern, etc.) 1210.1 Director (head, other manager) of the enterprise 1224 Heads of production units in wholesale and retail trade 1227 Heads of production units in commercial service

	<p>1229.7 General manager (manager) 1231 Director of Economics 1231 Financial director 1231 Head (director, chief, etc.) of the department 1231 Head of financial, economic and administrative units and other managers 1233 Commercial director 1233 Heads of marketing departments 14 Managers of enterprises, institutions, organizations and their units 146 Managers in financial activities 1475 Managers of market research, consulting on commercial activity and management 1475.4 Sales manager 1475.4 Manager of foreign economic activity 1496 Managers from social and corporate responsibility 2414.2 Financial and economic security analyst 2419.2 Expert on foreign economic issues 2419.2 Consultant on foreign economic issues 2419.2 Specialist-analyst in commodity market research 2441.2 Investment analyst 2441.2 Credit analyst 2441.2 Economist on international trade</p>
Further studying	<p>Continuation of studies at the third (educational and scientific) level of higher education - doctor of philosophy. Acquisition of additional qualifications in the postgraduate education system.</p>
5 - Teaching and assessment	
Teaching and learning	Problem-oriented learning, self-learning, learning through practical training.
Assessment	Current control, written exams, defense of qualification work. The evaluation is carried out in accordance with the "Regulations on the evaluation of the results of students' and postgraduate studies at DTEU", "Regulations on the organization of the educational process of students".
6 - Program competencies	
Integral competence	The ability to solve complex tasks and problems in the field of management or in the learning process, which involve conducting research and/or implementing innovations under uncertain conditions and requirements.
General competence (GC)	<p>GC1. Ability to conduct research at the appropriate level; GC2. Ability to communicate with representatives of other professional groups of different levels (with experts from other fields knowledge/types of economic activity); GC3. Skills in using information and communication technologies; GC4. Ability to motivate people and move towards a common goal; GC5. Ability to act on the basis of ethical considerations (themes); GC6. Ability to generate new ideas (creativity); GC7. Ability to abstract thinking, analysis and synthesis</p>
Special (professional, subject) competence	<p>SC1. Ability to choose and use management concepts, methods and tools, including in accordance with defined goals and international standards; SC2. Ability to establish values, vision, mission, goals and criteria by which the organization determines further directions of development, develop and implement appropriate strategies and plans;</p>

	<p>SC3. Ability to self-development, lifelong learning and effective self-management;</p> <p>SC4. Ability to effectively use and develop the organization's resources;</p> <p>SC5. Ability to create and organize effective communications in the management process;</p> <p>SC6. The ability to form leadership qualities and demonstrate them in the process of managing people;</p> <p>SC7. Ability to develop projects, manage them, show initiative and entrepreneurship;</p> <p>SC8. Ability to use psychological technologies for working with personnel.</p> <p>SC9. Ability to analyze and structure organizational problems, make effective management decisions and ensure their implementation;</p> <p>SC10. Ability to manage the organization and its development.</p> <p>SC11. The ability to develop and implement strategies for the international economic activity of an enterprise, industry, region, or country.</p> <p>SC12. The ability to analyze the conditions of companies' activities on international markets.</p>
7 - Program learning outcomes	
	<ol style="list-style-type: none"> 1. Critically consider, choose and use the necessary scientific, methodical and analytical tools for management in unpredictable conditions; 2. Identify problems in the organization and justify methods of solving them; 3. To design effective management systems of organizations; 4. Justify and manage projects, generate business ideas; 5. Plan the activities of the organization in strategic and tactical sections; 6. Have the skills to make, justify and ensure the implementation of management decisions in unpredictable conditions, taking into account the requirements of current legislation, ethical considerations and social responsibility; 7. Organize and carry out effective communications within the team, with representatives of various professional groups and in an international context; 8. Apply specialized software and information systems to solve organizational management problems; 9. To be able to communicate in professional and scientific circles in national and foreign languages; 10. Demonstrate leadership skills and ability to work in a team, interact with people, influence their behavior to solve professional tasks; 11. To ensure personal professional development and planning of own time. 12. To be able to delegate authority and management of the organization (subdivision); 13. To be able to plan and carry out informational, methodical, material, financial and personnel support of the organization (subdivision). 14. <i>To be able to develop, analyze and choose promising strategies of international economic activity.</i> 15. <i>Critically analyze and select the necessary tools for managing the activities of companies on international markets.</i>
8 - Resource support for program implementation	
Staffing	Specialists carrying out master's training under the "International Management" educational program must have professional knowledge and professional skills in the "Management and Administration" field of knowledge. The participation of foreign specialists and practitioners in the teaching of professional training disciplines is possible.
Material and technical support	The basis of material and technical support is classrooms equipped with modern demonstration equipment, software resources that ensure high-

	quality training of masters under the "International Management" educational program.
Information and educational-methodical support	General scientific and special sources of information on international management, educational and methodological and monographic literature, information resources of the distance learning system and the Internet.
9 - Academic mobility	
National credit mobility	National credit mobility is carried out in accordance with concluded agreements on academic mobility.
International credit mobility	International credit mobility is implemented through the conclusion of agreements on international academic mobility (Erasmus+), on double graduation, on long-term international projects that involve student training, the issuance of a double diploma, etc.
Training of foreign students	Conditions and features of the educational program in the context of studying foreign citizens: knowledge of the Ukrainian language at a level not lower than B1.

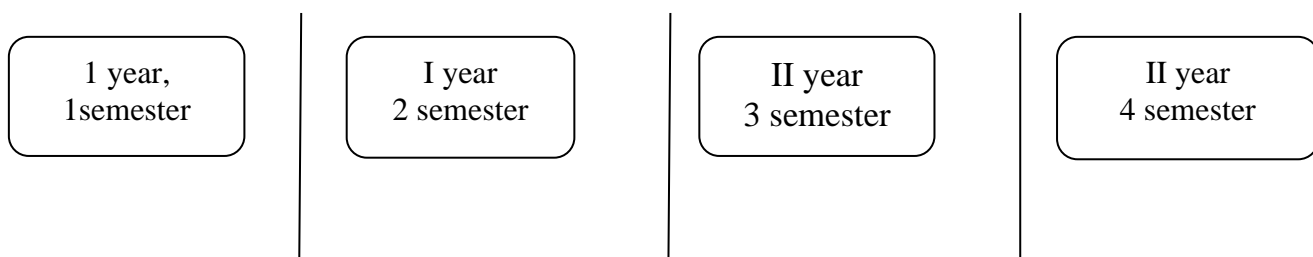
3.2 List of EP components

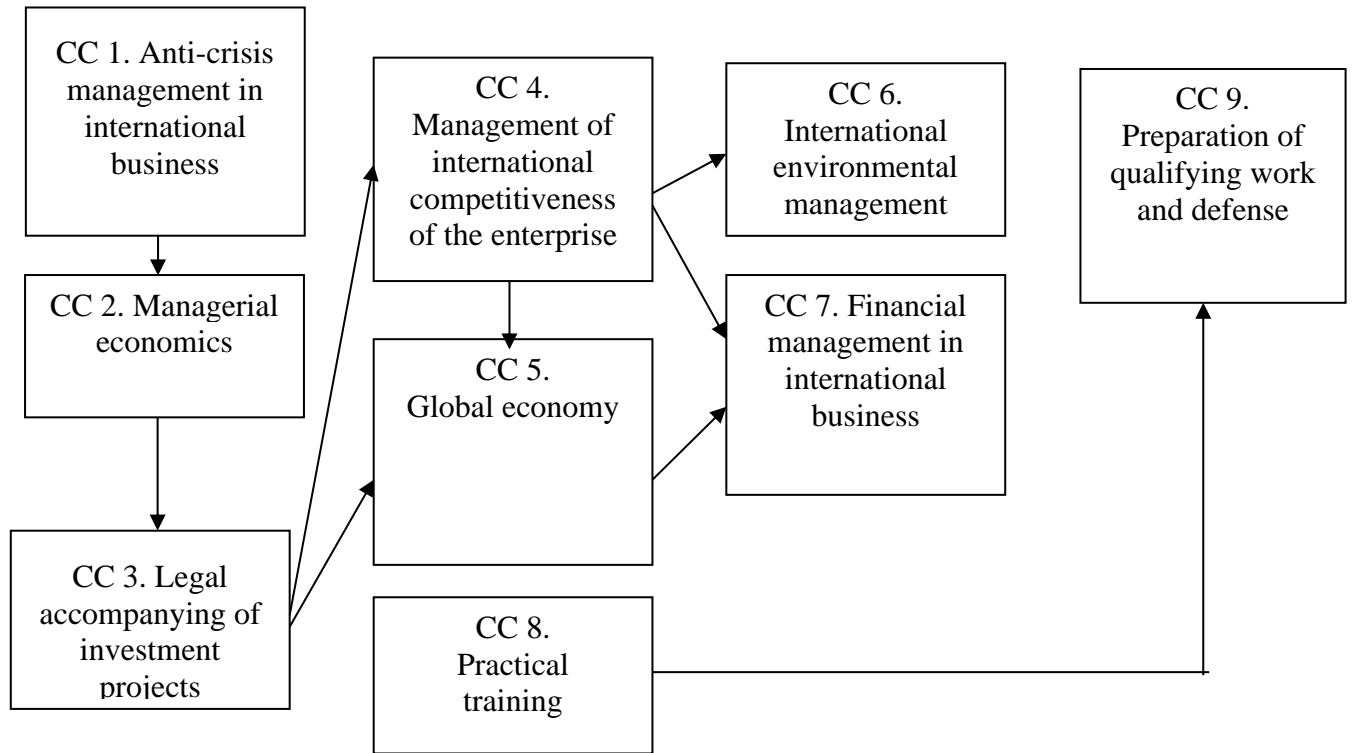
Code	Components of the educational program (study subjects, course projects (papers), practices, qualification exam, final qualification work)	Number of credits
Compulsory EP components		
CC 1.	Anti-crisis management in international business	6
CC 2.	Managerial economics	6
CC 3.	Legal support of investment projects	6
CC 4.	Management of international competitiveness of enterprises	6
CC 5.	Global economy	9
CC 6.	International environmental management	6
CC 7.	Financial management in international business	6
CC 8.	Practical training	9
CC 9.	Preparation of qualifying work and defense	12
The total amount of compulsory components:		66
Elective EP components		
EC 1.	Administrative management	6
EC 2.	M&A audit support	6
EC 3.	Safety of life	6
EC 4.	Internal audit	6
EC 5.	Due Diligence	6
EC 6.	Economic diagnosis of the enterprise	6
EC 7.	Illegalization of foreign economic activity	6
EC 8.	Simulation technologies in international business processes	6
EC 9.	Integrated reporting	6
EC 10.	Information wars	6
EC 11.	Information systems and technologies in the management of external economic activity	6
EC 12.	Competition law	6
EC 13.	Consolidation of financial statements	6
EC 14.	Corporate law	6

EC 15.	Corporate management in international companies	6
EC 16.	International investment law	6
EC 17.	International financial law	6
EC 18.	International tax consulting	6
EC 19.	Accounting and taxation of activities of international corporations	6
EC 20.	Operations with securities	6
EC 21.	Fundamentals of cyber security	6
EC 22.	Project financing	6
EC 23.	Insurance management	6
EC 24.	Technologies of data analysis	6
EC 25.	Digital marketing technologies	6
EC 26.	Enterprise cost management	6
EC 27.	Project management	6
EC 28.	Financial exchange activity	6
EC 29.	Financial analysis	6
The total amount of elective components:		24
THE TOTAL AMOUNT OF EDUCATIONAL PROGRAM		90

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

3.3 Structural and logical scheme of the educational program





3.4. Form of higher students' attestation

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

The qualification work should involve solving a complex problem or problem in the field of management, a problem or problem in the field of international management that requires research and/or innovation and is characterized by the complexity and uncertainty of conditions, using the theories and methods of economic science.

The qualification work should not contain academic plagiarism, falsification, fabrication.

The qualification must be published on the official website of the institution of higher education or its division, or in the repository of the institution of higher education.

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

Components Competences	CC 1	CC 2	CC 3	CC 4	CC 5	CC 6	CC 7	CC 8	CC 9	EC 1	EC 2	EC 3	EC 4	EC 5	EC 6	EC 7	EC 8	EC 9	EC 10	EC 11	EC 12	EC 13	EC 14	EC 15	EC 16	EC 17	EC 18	EC 19	EC 20	EC 21	EC 22	EC 23	EC 24	EC 25	EC 26	EC 27	EC 28	EC 29		
GC 1				•	•		•		•		•		•	•	•	•																			•	•	•	•		
GC 2	•	•	•			•		•		•	•	•	•	•	•		•	•			•	•	•	•	•	•	•	•	•		•	•								
GC 3					•			•		•	•		•	•			•		•	•		•	•	•	•				•	•										
GC 4		•		•		•																•	•	•	•											•				
GC 5	•	•				•												•			•			•													•			
GC 6		•		•		•	•		•		•					•																			•					
GC 7		•		•	•	•	•		•		•				•	•		•		•		•			•	•	•	•	•					•	•	•	•	•	•	
SC 1				•	•	•	•		•	•	•			•	•										•	•	•					•		•	•	•		•		
SC 2	•			•		•	•			•								•				•	•	•	•								•			•				
SC 3		•								•		•									•																			
SC 4				•	•	•	•		•		•		•	•	•	•	•	•					•				•	•	•						•	•	•	•	•	
SC 5	•	•	•					•	•	•									•	•			•							•							•			
SC 6		•								•																														
SC 7			•	•		•	•										•				•						•								•		•			
SC 8		•								•																														
SC 9	•	•		•		•	•	•	•	•	•		•	•	•	•		•				•			•		•	•				•	•		•				•	
SC 10		•		•	•		•									•							•		•					•						•	•			
SC 11	•			•	•		•											•			•			•	•	•	•							•		•				
SC 12				•			•	•	•		•		•	•	•	•	•	•	•	•	•	•		•	•	•	•	•	•		•	•	•	•			•	•	•	•

