

3. Educational program

3.1. The educational 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) - Mokrousova O.R., Doctor of Technical Sciences, 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 Affairs
Degree of higher education and title of qualification in the original language	Degree of higher education Master's degree in "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	Master's degree, single, 90 ECTS credits, study period 1 year 4 months
Availability of accreditation	Ministry of Education and Science of Ukraine; Ukraine Certificate of accreditation УД 1011010038 from 02/25/2019; valid until 01.07.2024
Cycle / level	NQF of Ukraine - level 7, FQ-EHEA - second cycle, EQF-LLL - level 7
Requirements	Having a bachelor's 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 highly qualified specialists in examination and organization of foreign trade, capable of making scientific and practical decisions and innovative activities.	
3 - Characteristics of the study program	
Subject area	Field of knowledge 07 "Management and Administration",

(field of knowledge, specialty, specialization)	specialty 076 "Entrepreneurship, trade and stock exchange operations", specialization "Commodity science and organization of foreign trade".
Orientation of the study program	Educational and vocational program, applied, focused on the training of specialists capable of using theoretical knowledge and practical skills in commodity research to solve problems and make innovative decisions in foreign economic activity of business and trade structures.
The main focus of the study program and specialization	General higher education in the field of knowledge "Management and Administration" in specialty "Entrepreneurship, trade and stock exchange operations". The emphasis of the program is on the formation of knowledge and skills for expert research, evaluation activity and management of the competitiveness of goods and enterprises in the field of international trade. Key words: entrepreneurship, trade, expertise, commodity science, international trade.
Peculiarities of the program	The program provides advanced theoretical and special practical training, it is performed in an active research environment. The program requires special practical training in business and trade structures engaged in foreign economic activity. It provides opportunities for the implementation of the academic mobility program of participants of the educational process.
4 - Ability of graduates for employment and further training	
Ability for employment	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: 1120.1 Head of Service; 1142.1 Senior official (chairman, co-chairman, general secretary, secretary) of the organization of employers (entrepreneurs, industrialists) ; 1210.1 Chairman of the Board ; 1210.1 Director (chief) of the organization (research, design, project) ; 1210.1 Director of the Research Institute ; 1210.1 President of the company ; 1210.1 Head of Administration; 1221.2 Head of Department ; 1224 Head of a retail business ; 1224 Head of Trade and Economic Mission ; 1229.1 Head of Customs Post ; 1229.1 Chief Inspector ; 1229.1 Chief State Inspector ; 1229.1 Deputy Director of the Department - Head of Department ; 1229.1 Deputy Head of Department (independent) - Head of Department ; 1229.1 Head of department (as part of the department); 1229.1 Head of Department (central public authorities) ; 1229.1 Director of the Department ; 1229.3 Head of Service ; 1229.7 Chief Expert; 1235 Head of the Department of External Cooperation ; 1237.1 Chief Commodity Expert ; 1238 Head of the institution (structural unit) for standardization, certification and quality ;

	1314 Director (manager) of a small trading company ; 1317 Agency manager (insurance, trade, real estate, advertising, etc.); 1451 Manager in the trade of vehicles ; 1452 Manager in wholesale trade ; 1453 Manager in retail trade of household and non-food products; 1454 Manager in food retail ; 1475.4 Manager of foreign economic activity ; 1475.4 Supply Manager ; 1475.4 Sales Manager ; 1493 Manager of quality systems; 2310.2 Assistant 2419.2 Expert in foreign economic issues ; 2419.2 Consultant on foreign economic issues ; 2419.2 Commodity market research analyst ; 2419.3 State expert; 2419.3 Civil service specialist ; 2429 Expert; 2429 Legal expert; 2433.1 Junior researcher (information analytics); 2433.1 Researcher (information analytics); 2433.1 Researcher-consultant (information analytics).
Further training	The possibility to continue education at the third (educational and scientific) level of education.
5 - Teaching and assessment	
Teaching and learning	Professional methods and technologies, using of which allows to solve practical problems on the organization of foreign trade, self-study, problem-oriented training, learning by practical training.
Assessment	Current control, written exams, practice, computer testing, oral and written questioning. Final certification - presentation of the graduate qualification paper. 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	The ability of a person to solve complex tasks and problems in the <i>field of entrepreneurship, trade and / or stock exchange operations</i> and / or in the learning process, which involves research and / or innovation activities and is characterized by uncertainty of conditions and requirements
General competencies	GC 1. Ability to adapt and act in a new situation. GC 2. Ability to identify, put and solve problems. GC 3. Ability to motivate people and move towards a common goal. GC 4. Ability to communicate with representatives of other professional groups of different levels (with experts from other fields of knowledge / types of economic activity). GC 5. Clarity and persistence in relation to defined tasks and responsibilities.

<p>Special (professional, subject) competencies</p>	<p>SC 1. Ability to develop and implement a strategy for the development of business, trade and / or stock exchange structures. SC 2. The ability to evaluate products, goods and services in business, trade and / or stock exchange activities. SC 3. Ability to manage effectively activities of business entities in the field of entrepreneurship, trade and / or exchange activities. SC 4. Ability to solve problems and make management decisions in professional activities. SC 5. Ability to initiate and implement innovative projects in business, trade and / or stock exchange activities. <i>SC 6. Ability to develop and implement quality management systems in the activities of enterprises in accordance with the requirements of international standards.</i> <i>SC 7. Ability to identify, examine goods and carry out customs procedure.</i> <i>SC 8. Ability to evaluate the effectiveness and risks of foreign economic activity.</i></p>
<p>7 - Program learning outcomes</p>	
	<ol style="list-style-type: none"> 1. Be able to adapt and show initiative and independence in situations which occur in professional activity. 2. Identify, analyze the problems of entrepreneurship, trade and stock exchange activities and develop measures to solve them. 3. Be able to develop activities of material and moral incentives and use other tools to motivate staff and partners to achieve a goal. 4. Use business communications to support interaction with representatives of various professional groups. 5. Be able to perform completely, professionally and with creative self-realization the tasks in the field of entrepreneurship, trade and / or stock exchange activities. 6. Be able to develop and implement measures to ensure the quality of work performed and determine its effectiveness. 7. Identify and implement strategic development plans of economic entities in the field of entrepreneurship, trade and / or stock exchange activities. 8. Estimate products, goods, services, as well as the processes that occur in business, trade and / or stock exchange structures and make appropriate conclusions for management decisions. 9. Develop and make decisions aimed at ensuring the efficiency of economic entities in the field of business, trade and / or stock exchange activities. 10. Be able to solve the problem issues that arise in business, trade and / or stock exchange structures under conditions of uncertainty and risks. 11. Implement innovative projects in order to create conditions for effective functioning and development of business, trade and/or stock exchange structures. 12. <i>Be able to carry out activities for the development and implementation of quality management systems in enterprises in accordance with the requirements of international standards.</i> 13. <i>Be able to perform an examination of goods in international trade and carry out customs procedures in compliance with the legislation.</i> 14. <i>Estimate the effectiveness of foreign trade operations and identify risks in foreign economic activity.</i>
<p>8 - Resource support for program implementation</p>	

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	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.
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	National credit mobility is carried out in accordance with the concluded agreements on academic mobility.
International credit mobility	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.
Training of foreign applicants for higher education	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.

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

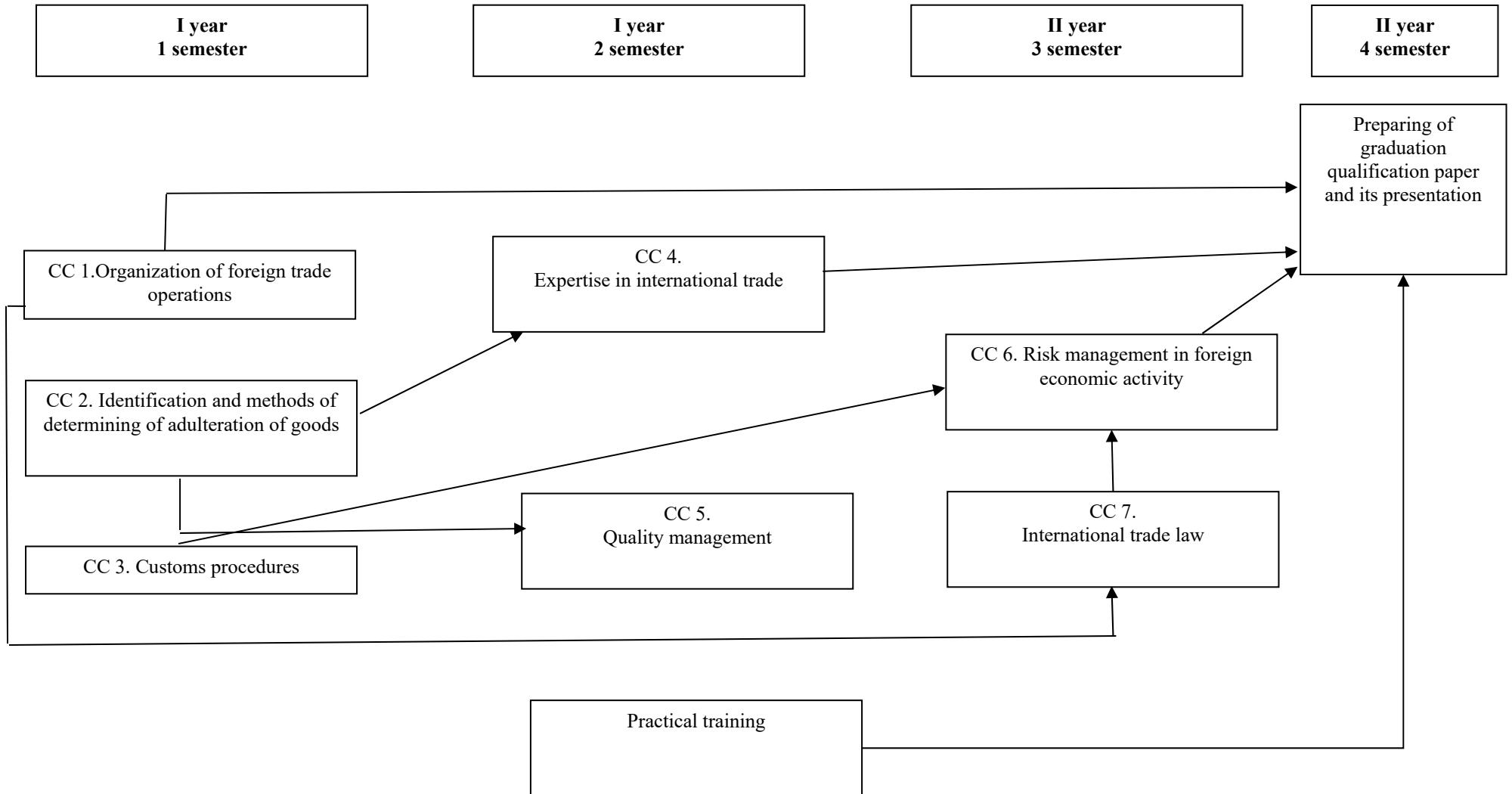
2.1 List of SP components

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	Organization of foreign trade operations	6
CC 2	Identification and methods of determining of adulteration of goods	6
CC 3	Customs procedures	6
CC 4	Expertise in international trade	7.5
CC 5	Quality management	7.5
CC 6	Risk management in foreign economic activity	6
CC 7	International trade law	6

The total amount of compulsory components		45
Optional components of the SP		
OC 1	Examination of jewelry and antiques	6
OC 2	Examination of fuels, lubricants and vehicles	6
OC 3	Information systems and technologies in the management of foreign economic activity	6
OC 4	Qualimetry	6
OC 5	Methodology and organization of scientific research	6
OC 6	Customs logistics	6
OC 7	International technical regulation	6
OC 8	International marketing	6
OC 9	Trade negotiations and commercial diplomacy	6
OC 10	Management of international competitiveness of the enterprise	6
The total amount of optional components		24
Practical training		
	Practical training	9
Certification		
	Preparing and presentation of graduation qualification paper	12
TOTAL VOLUME OF THE STUDY PROGRAM		90

For all components of the study program the form of final control is an exam

2.2. Structural and logical scheme of the study program



3. Form of certification of applicants for higher education

Certification is carried out in the form of public presentation (demonstration) of the graduation qualification paper.

The graduation qualification paper involves solving a complex task or problem in the field of entrepreneurship, trade and / or stock exchange activities, which involves research and / or innovation under uncertain conditions and requirements.

There should be no academic plagiarism, fabrication or falsification in the graduation qualification paper.

The graduation qualification paper should be placed in the KNTEU repository.

4. Matrix of correspondence of the program competencies to the components of the study program

Components Competencies	CC 1	CC 2	CC 3	CC 4	CC 5	CC 6	CC 7	OC 1	OC 2	OC 3	OC 4	OC 5	OC 6	OC 7	OC 8	OC 9	OC 10
	GC 1						+						+	+			
GC 2		+	+	+	+	+		+	+	+	+			+			
GC 3	+						+								+	+	
GC 4				+			+									+	+
GC 5					+						+	+					
SC 1	+					+	+						+		+		
SC 2		+		+	+			+	+		+			+			
SC 3	+						+			+					+		+
SC 4			+	+		+								+		+	+
SC 5	+						+			+		+	+				
SC 6				+	+						+			+			
SC 7		+	+					+	+					+			
SC 8	+					+				+		+		+			+

5. Matrix of providing the program learning outcomes with the relevant components of the study program

Components Program learning outcomes	CC 1	CC 2	CC 3	CC 4	CC 5	CC 6	CC 7	OC 1	OC 2	OC 3	OC 4	OC 5	OC 6	OC 7	OC 8	OC 9	OC 10
1	+	+	+	+		+	+	+	+				+	+		+	+
2	+	+		+		+	+	+	+	+			+	+			+
3	+												+		+		+
4				+			+						+	+	+	+	
5		+	+		+		+	+			+	+					+
6					+						+	+					+
7	+				+					+			+				+
8		+		+	+			+	+		+			+	+		+
9	+					+	+						+				+
10		+		+		+	+	+	+							+	+
11	+					+				+		+	+		+	+	+
12					+						+			+			+
13		+	+	+				+	+		+						
14	+		+			+				+				+			+