

### 3. Educational program.

#### 3.1. Profile of the educational program «Customs Affairs» in specialty 076 «Entrepreneurship and Trade»

Head of Project Group (Guarantee of Educational Program) –  
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1 – General Information	
Full name of IHE and structural unit	State University of Trade and Economics, Faculty of Trade and Marketing, Department of Commodity Science and Customs Affairs
Academic degree and qualification title in the original	Bachelor's degree in higher education specialty «Entrepreneurship and Trade»
Official Educational Program Title	«Customs Affairs»
Qualification Title (Degree) and duration	Bachelor's Diploma. Diploma type – individual. 240 ECTS credits. Training Schedule – 3 years and 10 months.
Accreditation	Ministry of Education and Science of Ukraine, Ukraine. Certificate of accreditation ND № 1196398 from 21.11.2017. For the period of validity until 01.07.2024.
Cycle/Level	EQF of Ukraine – 6 level, FQ-EHEA- first cycle, EQF-LLL- 6 level.
Academic Background	Existence of Secondary Education
Language(s) of instruction	Ukrainian
Program duration	Until July 1, 2025
Educational Program Link	<a href="https://knute.edu.ua">https://knute.edu.ua</a>
2 – Educational Program Aim	
Forming of specialists' general and professional competences who are able to decide the difficult specialized tasks and practical problems of the enterprise, trade and custom business.	
3 – Educational Program General Information	
Subject area	<ul style="list-style-type: none"><li>▪ Objects of study is the activity on the organization and functioning of business and trade structures, which is carried out to achieve economic and social results.</li><li>▪ Training goals are training of highly qualified specialists capable of solving practical problems and complex specialized tasks in entrepreneurship and trade.</li><li>▪ Theoretical content of the subject area: scientific theories, provisions, concepts, principles of entrepreneurship and trade and the methodology of their use for the organization and effective</li></ul>

	<p>functioning of business and trade structures.</p> <ul style="list-style-type: none"> <li>▪ Methods, techniques and technologies: general scientific and special methods, professional methods and technologies for solving tasks related to the organization, effective functioning and development of business and trade structures.</li> <li>▪ Tools and equipment: information and communication systems and technologies, specialized devices and equipment for trade and/or business activities, specialized software.</li> </ul>
<b>Educational Program Orientation</b>	The program is educational, professional and applied. It is focused on the training of specialists who are able to use the acquired knowledge and skills to solve tasks and make decisions in entrepreneurship, trade and customs affairs.
<b>Educational Program Main Focus</b>	<p>General higher education in the field of knowledge «Management and administration» in specialty «Entrepreneurship and Trade».</p> <p>Emphasis is on the acquisition of knowledge and skills in commodity valuation, the formation of an assortment of goods, customs control and customs clearance, the application of tariff and non-tariff regulation measures, control of the correctness of the determination of the customs value and the completeness of the calculation of customs payments, the classification of goods during the implementation of business activities and customs affairs.</p> <p><i>Key words:</i> commodity science, entrepreneurship, trade, customs affairs.</p>
<b>Features of the Program</b>	<p>Study of the procedure of customs control and customs clearance, quality characteristics of goods, application of information technologies in the implementation of customs affairs, provision of customs intermediary services.</p> <p>The program provides for practical training at production enterprises, trade organizations, and customs authorities.</p>
<b>4 – Career Opportunities and Further Learning</b>	
<b>Career Opportunities</b>	<p>Graduates of the program can occupy primary positions according to the professional titles of jobs of National classification of Ukraine «Occupational Classification SC 003:2010»:</p> <p>3119 Specialist in technical audit  3139 Specialist in auto technical audit  3411 Stock broker  3417 Appraiser  3419 Expert on merchandise  3419 Commodity expert  3422 Specialist in cargo customs processing  3441 Customs controller  3436.1 Assistant manager of the enterprise (establishment, organisation)  3436.2 Assistant manager of production department  3436.2 Assistant manager of other main department  3436.3 Assistant manager of small enterprise without executive apparatus</p>
<b>Further Learning</b>	Ability to get Master's Degree (the second level of Higher Education).
<b>5 – Training and Assessment</b>	
<b>Teaching and Learning</b>	Professional methods and technologies, the application of which allows you to solve practical tasks in customs affairs, self-study, problem-oriented training, training through practical training in customs authorities.

<b>Assessment</b>	<p>Current control (testing, oral and written survey, solving problems and situational exercises, cases, individual works), written exams, practice, course works defense, qualification exam.</p> <p>Assessment is protected under the «Act about the Assessment of Training Results of SUTE Students and Postgraduate Students» and «Act about the Organisation of Students' Educational Process».</p>
<b>6 – Program Competencies</b>	
<b>Integral Competencies</b>	The ability of <i>a person</i> to solve complex specialized <i>tasks</i> and <i>practical</i> problems <i>in the field of entrepreneurship, trade</i> and exchange activity or in the learning process, which involves the application of <i>certain</i> theories and methods of <i>the relevant sciences</i> and is characterized by the complexity and uncertainty of conditions.
<b>General Competencies (GC)</b>	<p>GC 1. Ability to abstract thinking, analysis and synthesis.</p> <p>GC 2. Ability to apply acquired knowledge in practical situations.</p> <p>GC 3. Ability to communicate in the national language both orally and in writing.</p> <p>GC 4. Ability to communicate in a foreign language.</p> <p>GC 5. Skills in using information and communication technologies.</p> <p>GC 6. Ability to search, process and analyze information from various sources.</p> <p>GC 7. Ability to work in a team.</p> <p>GC 8. Ability to show initiative and entrepreneurship.</p> <p>GC 9. Efforts to preserve the environment.</p> <p>GC 10. Ability to act responsibly and consciously.</p> <p>GC 11. The ability to realize one's rights and responsibilities as a member of society, to realize the values of a civil (free democratic) society and the need for its sustainable development, the rule of law, the rights and freedoms of a person and a citizen in Ukraine.</p> <p>GC 12. Ability to preserve and multiply 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 the development of society, techniques and technologies, use different types and forms motor activity for active recreation and leading a healthy lifestyle.</p>
<b>Special Competencies (SC)</b>	<p>SC 1. Critical understanding of the theoretical foundations of business, trade and exchange activities.</p> <p>SC 2. The ability to choose and use appropriate methods, tools for justifying decisions regarding the creation and functioning of business, trade and exchange structures.</p> <p>SC 3. The ability to carry out activities in the interaction of subjects of market relations.</p> <p>SC 4. Ability to apply innovative approaches in business, trade and exchange structures.</p> <p>SC 5. Ability to determine and evaluate the characteristics of goods and services in business, trade and exchange activities.</p> <p>SC 6. Ability to carry out activities in compliance with the requirements of regulatory and legal documents in the field of entrepreneurship, trade and exchange activities.</p> <p>SC 7. The ability to define and perform professional tasks in the</p>

	<p>organization of business, trade and exchange structures.</p> <p>SC 8. Ability to apply the basics of accounting and taxation in business, trade and exchange activities.</p> <p>SC 9. Ability to organize foreign economic activity of business, trade and exchange structures.</p> <p>SC 10. Ability to business planning, assessment of market conditions and results of activities in the field of entrepreneurship, trade and exchange, taking into account risks.</p> <p><i>SC 11. Ability to carry out customs control and customs clearance of goods.</i></p> <p><i>SC 12. Ability to ensure compliance with measures of tariff and non-tariff regulation of foreign economic activity.</i></p> <p><i>SC 13. Ability to carry out customs brokerage activities.</i></p>
<b>7 – Program Learning Outcomes (PLO)</b>	
	<ol style="list-style-type: none"> <li>1. Use basic knowledge of entrepreneurship, trade, exchange activities and skills of critical thinking, analysis and synthesis for professional purposes.</li> <li>2. Apply the acquired knowledge to identify, set and solve problems in various practical situations in business, trade and exchange activities.</li> <li>3. Show written and oral professional communication skills in national and foreign languages.</li> <li>4. Use modern computer and telecommunication technologies for the exchange and distribution of professionally oriented information in the field of entrepreneurship, trade and exchange activities.</li> <li>5. Organize the 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.</li> <li>6. Be able to work in a team, have interpersonal skills that allow you to achieve professional goals.</li> <li>7. Demonstrate entrepreneurship in various areas of professional activity and take responsibility for results.</li> <li>8. Apply the acquired knowledge and skills to initiate and implement measures in the field of environmental protection and the implementation of safe activities of business, trade and exchange structures.</li> <li>9. Know the requirements for activity in the specialty, due to the need to ensure the sustainable development of Ukraine, its strengthening as a democratic, social and legal state.</li> <li>10. Demonstrate the ability to act socially responsibly on the basis of ethical, cultural, scientific values and achievements of society.</li> <li>11. Demonstrate basic and structured knowledge in the field of entrepreneurship, trade and exchange activities for further use in practice.</li> <li>12. Have methods and tools for justifying management decisions regarding the creation and functioning of business, trade and exchange structures.</li> <li>13. Use knowledge of the forms of interaction of subjects of market relations to ensure the activity of business, trade and exchange structures.</li> <li>14. Be able to apply innovative approaches in business, trade and exchange activities.</li> <li>15. Evaluate the characteristics of goods and services in business and</li> </ol>

	<p>trade activities and exchange activities using modern methods.</p> <p>16. Know the regulatory and legal support for the activity of business, trade and exchange structures and apply it in practice.</p> <p>17. Solve professional tasks related to the organization of business, trade and exchange structures and solve problems in crisis situations, taking into account external and internal influences.</p> <p>18. Know the basics of accounting and taxation in business, trade and exchange activities.</p> <p>19. Apply knowledge and skills to ensure effective organization of foreign economic activity of business, trade and exchange structures, taking into account market conditions and current legal norms.</p> <p>20. Know the basics of business planning, assessment of market conditions and results of business, trade and exchange structures taking into account risks.</p> <p>21. <i>Be able to carry out customs control and customs clearance of goods using information technologies.</i></p> <p>22<i>Be able to carry out measures of official control, ensure control over compliance with established prohibitions and restrictions, measures of tariff regulation of foreign economic activity.</i></p> <p>23. <i>Be able to provide customs brokerage services for the declaration of goods, the functioning of customs warehouses, duty-free shops.</i></p>
<b>8 – Resource Support for Program Implementation</b>	
<b>Academic staff</b>	<p>Specialists training bachelors under the educational program must have professional knowledge and professional skills in the field of commodity science and customs affairs.</p> <p>In the organizing of the educational process, professionals with experience in research, management, innovation, creative and professional work, as well as foreign lecturers, are involved.</p> <p>The participation of foreign specialists in the teaching of the disciplines of the cycle of professional training is possible.</p>
<b>Facilities</b>	The basis of material and technical support consists of laboratories and classrooms, a specialized office with computers and softwares
<b>Informational, Teaching and Learning Materials</b>	<p>General scientific and special sources of information, educational and methodological and monographic literature, textbooks, study guides, information resources of the distance learning system and on the Internet.</p> <p>The official website <a href="https://knute.edu.ua/">https://knute.edu.ua/</a> contains information about educational programs, educational, scientific and educational activities, structural subdivisions, admission rules and contacts.</p>
<b>9 – Academic Mobility</b>	
<b>National Credit Mobility</b>	On the basis of bilateral agreements between SUTE and universities of Ukraine/
<b>International Credit Mobility</b>	Within the framework of the EU Erasmus + program on the basis of bilateral agreements between SUTE and universities of partner countries; the conclusion of agreements on bilateral graduation, on long-term international projects that provide for student training, the issuance of a bilateral diploma, etc.
<b>Training of Foreign Students</b>	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 Educational Program Components and Their Logical Order

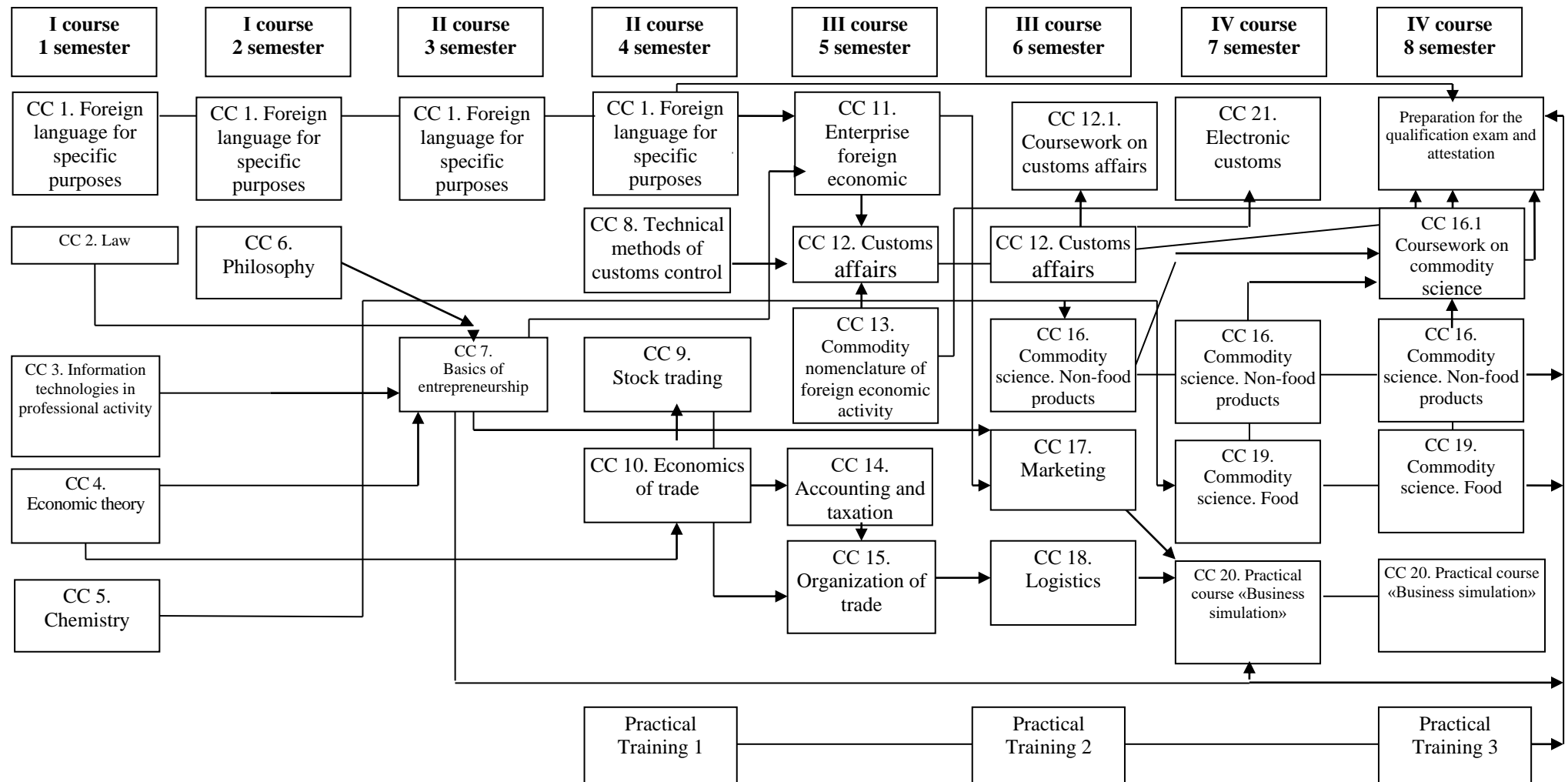
#### 3.2.1. Educational Program Components

№	Educational Program Components (disciplines, term projects (papers), practical training qualification exam, graduate paper) Total credits	Total credits
1	2	3
<b>Compulsory Components (CC) of EP</b>		
CC 1.	Foreign language for specific purposes	21
CC 2.	Law	6
CC 3.	Information technologies in professional activity	6
CC 4.	Economic theory	6
CC 5.	Chemistry	6
CC 6.	Philosophy	6
CC 7.	Basics of entrepreneurship	6
CC 8.	Technical methods of customs control	4,5
CC 9.	Stock trading	6
CC 10.	Economics of trade	6
CC 11.	Enterprise foreign economic activity	6
CC 12.	Customs affairs	12
CC 12.1	Coursework on customs affairs	
CC 13.	Commodity nomenclature of foreign economic activity	6
CC 14.	Accounting and taxation	6
CC 15.	Organization of trade	6
CC 16.	Commodity science. Non-food products	15
CC 16.1	Coursework on commodity science	
CC 17.	Marketing	6
CC 18.	Logistics	6
CC 19.	Commodity science. Food	12
CC 20.	Practical course «Business simulation»	9
CC 21.	Electronic customs	6
<b>Total Credits for Compulsory Components:</b>		<b>163,5</b>
<b>Optional Components (OC) of EP</b>		
OC 1.	Life safety	6
OC 2.	Higher and applied mathematics	6
OC 3.	Commercial law	6
OC 4.	Diplomatic and business protocol and etiquette	6
OC 5.	Business ethics	6
OC 6.	Information wars	6
OC 7.	History of Ukraine	6
OC 8.	History of Ukrainian Culture	6
OC 9.	Category management	6
OC 10.	Cultural heritage of Ukraine	6
OC 11.	Logic	6
OC 12.	Materials science and the basics of goods production technology	
OC 13.	Management	6
OC 14.	Customs brokerage services	6
OC 15.	National interests in world geopolitics and geoeconomics	6
OC 16.	Public speaking	6
OC 17.	Fundamentals of cyber security	6
OC 18.	Compliance assessment	6

OC 19.	Business law	6
OC 20.	Politology	6
OC 21.	Psychology	6
OC 22.	Religious studies	6
OC 23.	World culture	6
OC 24.	Sensory analysis	6
OC 25.	Social leadership	6
OC 26.	Sociology	6
OC 27.	Statistics	6
OC 28.	Theoretical foundations of commodity science	6
OC 29.	Commodity science. Antiques	6
OC 30.	Commodity science. Flowers	6
OC 31.	Commodity science. Cultural values	6
OC 32.	Commodity science. Packaging materials and containers	6
OC 33.	Commodity science. Fuel and lubricating materials	6
OC 34.	Commodity science. Means of transport	6
OC 35.	Commodity science. Civilian weapon	6
OC 36.	The Ukrainian language for specific purposes	6
OC 37.	Personnel management (HR-management)	6
OC 38.	Physical research methods	6
OC 39.	Target communicative English language course	6
<b>Total Credits for Optional Components:</b>		<b>60,0</b>
<b>Practical Training</b>		
Practical Training 1		4,5
Practical Training 2		3
Practical Training 3		6
<b>Total</b>		<b>13,5</b>
<b>Assessment</b>		
Final exam preparation and defense		3
<b>TOTAL NUMBER OF EP CREDITS</b>		<b>240,0</b>

The final assessment for all educational program components is exam.

### 3.2.2. Structural and logical scheme of Educational Program





### **3.3. Form of Attestation of Applicants of Higher Education**

Attestation is carried out in the form of a qualification exam.

The qualifying examination should provide for the assessment of learning outcomes defined by the standard of higher education and the corresponding educational program.