

3. Educational program.

Project team leader (educational
program director)

PhD in Economics, Associate
Professor O.V. Piankova

1. 1. Profile of the educational program "Management of foreign economic activity" in the subject area 073 "Management"

1 – General information	
Full name of HEI and structural subdivision	State University of trade and Economics Faculty of International Trade and Law Department of International Management
Higher education degree and title of qualification in the original language	Bachelor's degree specialty "Management"
Official name of the educational program	"Management of Foreign Economic Activities"
Conformity to the standard of higher education of the Ministry of Education and Science of Ukraine	The SVO of the Ministry of Education and Science of Ukraine is in charge
Type of diploma and scope of the educational program	"Single bachelor's degree, 240 ECTS credits, term of study: full-time form - 3 years 10 months, part-time form – 4 years 6 months, reduced full-time on the basis of junior specialist, junior bachelor - 1 year 10 months, reduced full-time on the basis of a professional junior bachelor's degree - 2 years 10 months, reduced part-time based on junior specialist, junior bachelor – 2 years 6 months, reduced part-time based on a professional junior bachelor's degree - 3 years 6 months
Availability of accreditation	Licensed in 1991, accredited by the Ministry of Education and Science of Ukraine, Ukraine ND accreditation certificate No. 1196399 until July 1, 2024
Cycle / level	NRC of Ukraine - level 6, FQ-EHEA – the first cycle, EQF-LLL-6 level
Prerequisites	Having a complete general secondary education or junior specialist, junior bachelor's qualification
Languages of teaching	Ukrainian
The term of validity of the educational program	until July 1, 2028
Internet address of the permanent placement of the educational program	https://knute.edu.ua/

description	
2 – Purpose of educational program	
Training of highly qualified specialists through an optimal combination of managerial, economic and legal components, which enables graduates to make and implement management decisions in the field of foreign economic activity, related to planning, organization of foreign economic operations, formation of enterprise development strategies, access to foreign sales markets; formation of the knowledge base of students of higher education for practical activities in the field of management of foreign economic activity	
3 – Characteristics of educational program	
Subject area	<p>Object of study: management of organizations and their units.</p> <p>Training goals: training of specialists capable of solving practical problems and complex specialized tasks, characterized by complexity and uncertainty of conditions in the field of management of organizations and their divisions.</p> <p>Theoretical content of the subject area: paradigms, laws, regularities, 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> <p>Methods, techniques and technologies: general 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> <p>Tools and equipment: modern information and communication equipment, information systems and software products used in management.</p>
Orientation of educational program	The educational and professional program is aimed at acquiring knowledge, skills and practical skills in the management of foreign economic activity, the ability to organize foreign trade operations, draw up foreign economic contracts and accompany their implementation
Main focus of the educational program	<p>The program is aimed at acquiring competencies and achieving program learning outcomes in the field of management of foreign economic activity with in-depth study of the organization of foreign trade operations, a high level of foreign language proficiency.</p> <p><i>Keywords:</i> management, foreign economic activity, subject of foreign economic activity, foreign trade operation</p>
Program features	It requires a combination of the theoretical component and practical training at enterprises - subjects of foreign economic activity, in ministries and institutions that regulate foreign economic activity. Advanced knowledge of a foreign language
4 – Suitability of graduates to employment and further study	
Suitability for	Graduates can hold positions (according to the National Classifier of Ukraine "Profession Classifier DK 003:2010"): at enterprises-

employment	subjects of foreign economic activity, in international companies, international financial and economic, governmental and other organizations (code of the classifier of professions): customs clearance agent (3422); forwarder (3422); commercial trader (3415); authorized import office; trade inspector (3419); supply organizer (3419); sales organizer (3419).
Further study	A bachelor can continue his studies at the second (master's) level of higher education
5 – Teaching and assessment	
Teaching and learning	Student-centered, problem-oriented learning based on conducting "active" lectures, practical classes using elements of a business game, storytelling, case method; self-study; learning through practical training.
Assessment	Assessment of students' learning results involves the following control measures: entrance, current, module and final control, certification. Study results of students at SUTE are evaluated on a 100-point scale, where: 60-100 points are study results that give the student the right to obtain ECTS credits; 0-59 points – unsatisfactory study results, which do not give the student the right to obtain ECTS credits. The procedure for conducting final control measures, evaluating the results of student learning, and the procedure for liquidating academic debts are defined in the "Regulations on the Evaluation of the Results of Students' and Postgraduate Studies at SUTE", "Regulations on the Organization of the Educational Process of Students"
6 – Program competencies	
Integral competence	The ability to solve complex specialized tasks and practical management problems, which are characterized by the complexity and uncertainty of conditions, in the field of management of <i>foreign economic activity</i> or in the learning process, which involves the application of theories and methods of social and behavioral sciences
General competencies	<ol style="list-style-type: none"> 1. Ability to realize one's 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, the rights and freedoms of a person and a citizen in Ukraine. 2. Ability to preserve and multiply moral, cultural, scientific values and multiply the achievements of society based on an understanding of 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. 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 national language both orally and in writing. 7. Ability to communicate in a foreign language. 8. Skills in using information and communication technologies.

	<p>9. Ability to learn and master modern knowledge.</p> <p>10. Ability to conduct research at the appropriate level</p> <p>11. Ability to adapt and act in a new situation.</p> <p>12. Ability to generate new ideas (creativity).</p> <p>13. Appreciation and respect for diversity and multiculturalism.</p> <p>14. Ability to work in an international context.</p> <p>15. Ability to act on the basis of ethical considerations (motives).</p>
Special competencies	<p>1. Ability to define and describe the characteristics of the organization.</p> <p>2. Ability to analyze the results of the organization's activities, to compare them with the factors influencing the external and internal environment.</p> <p>3. Ability to determine the prospects of the organization's development.</p> <p>4. Ability to determine the functional areas of the organization and the connections between them.</p> <p>5. Ability to manage the organization and its divisions through the implementation of management functions.</p> <p>6. Ability to act socially responsibly and consciously.</p> <p>7. Ability to choose and use modern management tools.</p> <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 when solving professional tasks.</p> <p>10. Ability to evaluate the work performed, ensure their quality and motivate the organization's personnel.</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 reasonable solutions.</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><i>16. Ability to organize foreign trade operations taking into account the peculiarities of regulation of foreign economic activity.</i></p> <p><i>17. To understand the mechanism of taxation of foreign economic activity, features of foreign exchange operations, specifics of international calculations, methods of pricing in foreign economic activity, algorithm of entering the foreign market</i></p>
7 – Program learning outcomes	
	<p>1. To know the rights and responsibilities as a member of society, to be aware of the values of civil society, the rule of law, the rights and freedoms of a person and a citizen in Ukraine.</p> <p>2. To preserve moral, cultural, scientific values and increase the achievements of society, to use various types and forms of physical activity to lead a healthy lifestyle.</p> <p>3. To demonstrate knowledge of theories, methods and functions of management, modern concepts of leadership.</p> <p>4. To demonstrate skills in problem identification and justification of management decisions.</p> <p>5. To describe the content of the organization's functional areas.</p> <p>6. To demonstrate the skills of searching, collecting and analyzing</p>

	<p>information, calculating indicators to substantiate management decisions.</p> <p>7. To demonstrate organizational design skills.</p> <p>8. To apply management methods to ensure the effectiveness of the organization's activities</p> <p>9. To demonstrate interaction, leadership, and teamwork skills</p> <p>10. To have the skills to substantiate effective tools for motivating the organization's personnel.</p> <p>11. To demonstrate the skills of situation analysis and communication in various areas of the organization.</p> <p>12. To assess the legal, social and economic consequences of the organization's functioning.</p> <p>13. To communicate orally and in writing in national and foreign languages.</p> <p>14. To identify the causes of stress, adapt yourself and team members to a stressful situation, find means to neutralize it.</p> <p>15. To demonstrate the ability to act in a socially responsible and socially conscious manner based on ethical considerations (motives), respect for diversity and interculturality.</p> <p>16. Demonstrate the skills of independent work, flexible thinking, openness to new knowledge, be critical and self-critical.</p> <p>17. Carry out research individually and/or in a group under the guidance of a leader.</p> <p><i>18. To determine and substantiate the strategy of entering the foreign market, conduct negotiations with counterparties, draw up standard contracts, and monitor their implementation.</i></p> <p><i>19. To determine and distribute the costs, risks and responsibilities of the parties in accordance with the terms of the contract.</i></p> <p><i>20. To demonstrate the skills of declaring goods, placing them in different customs regimes, calculating the customs value, customs payments, and forming the price when conducting foreign trade transactions.</i></p>
8 – Resource support for program implementation	
Staffing	<p>Specialists training bachelors under the "Management of foreign economic activity" educational program must have specialist knowledge and professional skills in the field of management, foreign economic activity, and foreign trade operations.</p> <p>The participation of foreign specialists and practitioners in the teaching of disciplines is possible.</p>
Material and technical provision	<p>The basis of material and technical support consists of lecture halls with appropriate multimedia equipment, computer and specialized classrooms, laboratories of SUTE.</p> <p>Availability of social and household infrastructure of SUTE.</p>
Information and educational and methodical support	<p>General scientific and special sources of information on the management of foreign economic activity, educational and methodological and monographic literature, information resources of the distance learning system and the Internet.</p>
9 – Academic mobility	
National credit mobility	<p>National credit mobility is carried out in accordance with concluded agreements on academic mobility.</p>
International credit mobility	<p>International credit mobility is implemented through the conclusion of agreements on international academic mobility (Erasmus+), on double graduation, on long-term international projects that provide for student training, the issuance of a double diploma, etc.</p>

Training of foreign students	<p>В академічних групах навчаються іноземні студенти.</p> <p>Для іноземних студентів дисципліна «Українська мова» викладається протягом 1-7 семестрів з окремим графіком викладачами, які завершили спеціальну підготовку з викладання української мови як іноземної.</p>
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2. List of components of the educational program and their logical sequence

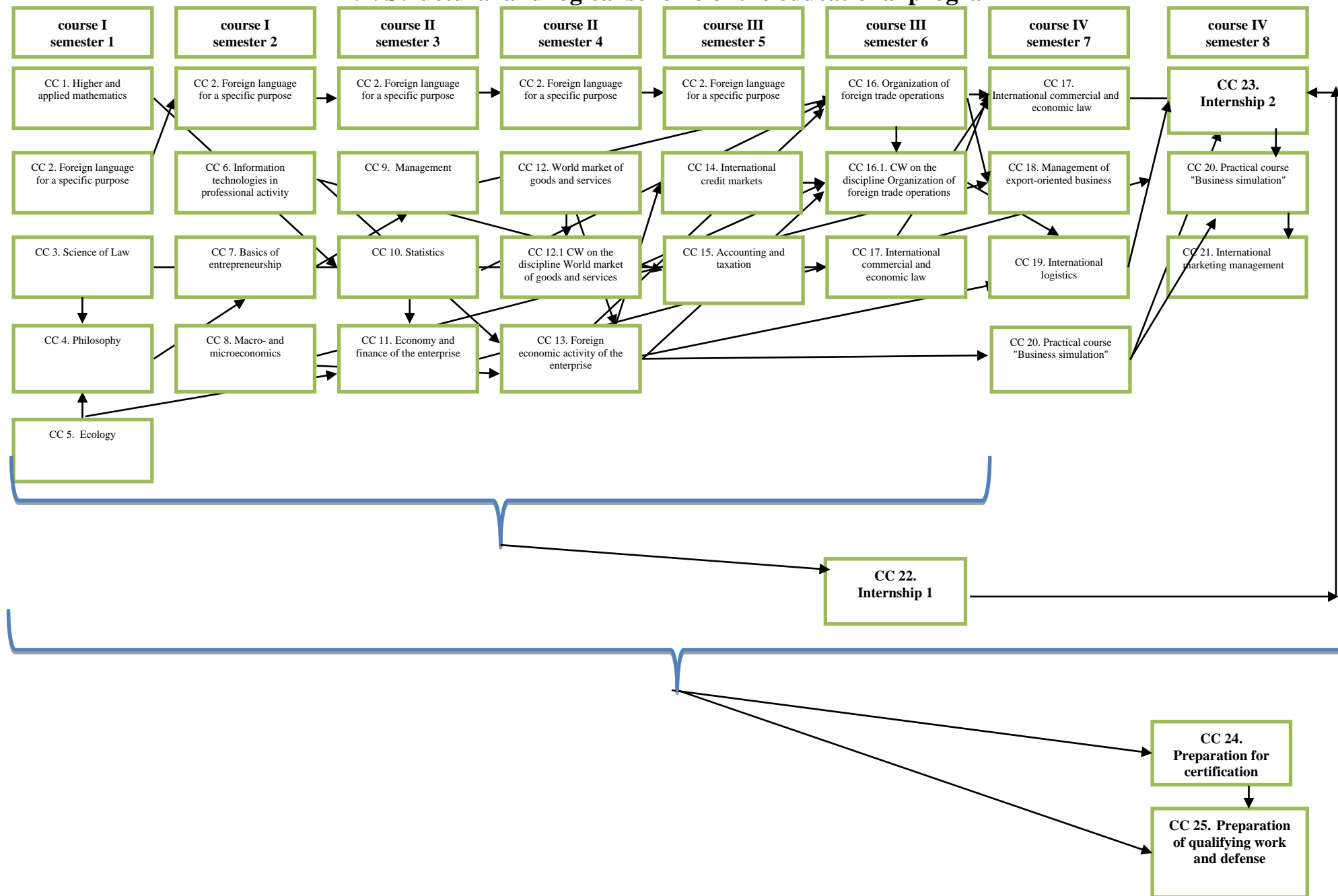
2.1. List of EP components

Code of Discipline	Components of the educational program (study subjects, course projects (works), practical training, qualification work)	Number of credits
1	2	3
Compulsory components of the educational program		
CC 1.	Higher and applied mathematics	6
CC 2.	Foreign language for a specific purpose	30
CC 3.	Science of Law	6
CC 4.	Philosophy	6
CC 5.	Ecology	6
CC 6.	Information technologies in professional activity	6
CC 7.	Basics of entrepreneurship	6
CC 8.	Macro- and microeconomics	6
CC 9.	Management	6
CC 10.	Statistics	6
CC 11.	Economy and finance of the enterprise	6
CC 12.	World market of goods and services	6
CC 12.1	CW on the discipline World market of goods and services	
CC 13.	Foreign economic activity of the enterprise	6
CC 14.	International credit markets	6
CC 15.	Accounting and taxation	6
CC 16.	Organization of foreign trade operations	9
CC 16.1.	CW on the discipline Organization of foreign trade operations	
CC 17.	International commercial and economic law	12
CC 18.	Management of export-oriented business	6
CC 19.	International logistics	6
CC 20.	Practical course "Business simulation"	9
CC 21.	International marketing management	6
CC 22.	Internship 1	3
CC 23.	Internship 2	6
CC 24.	Preparation for certification	3
CC 25.	Preparation of qualifying work and defense	6
Total amount of compulsory components:		180
Elective components of the educational program		
EC 1.	Alternative dispute resolution methods	6
EC 2.	Analysis of economic activity	6
EC 3.	Audit in the foreign economic activity of the enterprise	6
EC 4.	Safety of life	6
EC 5.	Commercial law	6
EC 6.	Diplomatic and business protocol and etiquette	6
EC 7.	Contract law	6
EC 8.	Second foreign language	18
EC 9.	Economic statistics	6
EC 10.	Economic analysis	6
EC 11.	Electronic document management	6
EC 12.	Business ethics	6
EC 13.	Enterprise reporting	6

EC 14.	Information wars	6
EC 15.	Information systems and technologies in FEA management	6
EC 16.	Team building	6
EC 17.	Communicative management	6
EC 18.	Competition law	6
EC 19.	Local studies	6
EC 20.	Cross-cultural management	6
EC 21.	Cultural heritage of Ukraine	6
EC 22.	Marketing research on international markets	6
EC 23.	International economic activity of Ukraine	6
EC 24.	International management	6
EC 25.	International management of corporations	6
EC 26.	International Economic Relations	6
EC 27.	International credit and settlement and currency operations	6
EC 28.	Modeling of business processes	6
EC 29.	Operational management	6
EC 30.	Fundamentals of cyber security	6
EC 31.	Appraisal of business and enterprise property	6
EC 32.	Business law	6
EC 33.	Politology	6
EC 34.	Psychology	6
EC 35.	Management psychology	6
EC 36.	Self-management	6
EC 37.	Systems of international trade and economic information	6
EC 38.	Social leadership	6
EC 39.	Strategic management in international business	6
EC 40.	Strategic management and change management	6
EC 41.	Theory of organization	6
EC 42.	Commodity nomenclature of foreign economic activity	6
EC 43.	Commodity science	6
EC 44.	Transnationalization of business	6
EC 45.	Ukrainian language (for a professional purpose)	6
EC 46.	Management of innovations	6
EC 47.	Career management	6
EC 48.	HR	6
EC 49.	Pricing on world commodity markets	6
EC 50.	In order to ensure the formation of an individual educational trajectory, taking into account the provisions of Art. 62 of the Law of Ukraine "On Higher Education", applicants can choose components of the educational program from other educational programs, both similar and at other levels of higher education, in agreement with the dean of the faculty	6
Total amount of elective components:		60
TOTAL VOLUME OF THE EDUCATIONAL PROGRAM		240

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

2.2. Structural and logical scheme of the educational program



3. The form of attestation of the students

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

Qualification work should involve solving a complex specialized task or practical problem in the field of management, characterized by complexity and uncertainty of conditions, with the application of theories and methods of economic science.

There can be no academic plagiarism, falsification, or plagiarism in the qualification work.

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

4. Matrix of compliance of program competencies to the components of the educational program

4.1 Matrix of compliance of program competencies with compulsory components of the educational program

components / competencies		CC 1	CC 2	CC 3	CC 4	CC 5	CC 6	CC 7	CC 8	CC 9	CC 10	CC 11	CC 12	CC 12.1	CC 13	CC 14	CC 15	CC 16	CC 16.1	CC 17	CC 18	CC 19	CC 20	CC 21	CC 22	CC 23	CC 24	CC 25
general	1			•	•	•																					•	•
	2				•	•																					•	•
	3	•						•	•		•	•	•	•	•	•	•	•	•		•		•	•	•	•	•	•
	4							•		•			•	•	•	•		•	•		•	•	•	•	•	•		•
	5									•		•			•	•		•	•		•		•	•	•	•	•	•
	6									•					•			•	•				•	•	•	•	•	•
	7		•												•			•	•	•	•			•	•	•	•	•
	8					•				•			•	•	•	•		•	•		•	•		•	•	•	•	•
	9						•			•					•				•	•	•			•	•	•	•	•
	10						•				•		•	•	•			•	•		•		•	•	•	•		•
	11						•								•			•	•		•		•	•	•	•	•	•
	12						•								•				•		•			•	•	•		•
	13				•										•			•	•	•	•		•		•	•		•
special	14												•	•	•	•		•	•	•	•	•	•		•	•	•	•
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	1											•				•					•				•	•	•	•
	2							•	•		•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	•
	3							•	•				•	•	•		•	•	•		•		•	•	•	•	•	•
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	15							•		•											•				•	•	•	•
	16												•	•	•	•	•	•	•	•	•				•	•	•	•
	17														•		•	•	•	•	•		•		•	•	•	•

4.2. The matrix of compliance of program competencies with elective components of the educational program

components / competencies		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	EC 30	EC 31	EC 32	EC 33	EC 34	EC 35	EC 36	EC 37	EC 38	EC 39	EC 40	EC 41	EC 42	EC 43	EC 44	EC 45	EC 46	EC 47	EC 48	EC 49								
general	1				●														●														●	●	●										●													
	2				●														●																																							
	3		●	●											●	●				●							●				●		●														●											
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5. Matrix of provision of program learning outcomes with relevant components of the educational program

5.1 Matrix of provision of program learning outcomes with relevant compulsory components of the educational 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 12	CC 12.1	CC 13	CC 14	CC 15	CC 16	CC 16.1	CC 17	CC 18	CC 19	CC 20	CC 21	CC 22	CC 23	CC 24	CC 25
1			●	●	●																			●	●	●	●
2				●	●																			●	●	●	●
3									●												●		●	●	●	●	●
4	●						●		●		●	●	●	●	●		●	●			●	●	●	●	●	●	●
5								●	●		●			●				●	●				●	●	●	●	●
6						●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●
7														●								●		●	●	●	●
8							●		●								●	●			●		●	●	●	●	●
9							●		●												●			●	●	●	●
10									●												●			●	●	●	●
11	●						●	●	●	●	●			●			●	●			●	●	●	●	●	●	●
12			●		●		●				●			●			●	●	●	●	●		●		●	●	●
13		●					●		●					●	●		●	●	●	●	●	●	●	●	●	●	●
14							●		●												●				●	●	●
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17							●		●			●	●	●			●	●	●		●		●	●	●	●	●
18	●											●	●	●			●	●	●	●	●		●	●	●	●	●
19														●	●		●	●	●	●	●			●	●	●	●
20														●	●	●	●	●	●	●	●			●	●	●	●

5.2. Matrix of provision of program learning outcomes with the relevant elective components of the educational program

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