

3. Educational program

3.1. Profile of the educational program "Management of foreign economic activity" in the specialty 073 "Management"

1 – General information	
Full name of the Higher Education Institution and structural unit	SUTE Faculty of International Trade and Law Department of International Management
The degree of higher education and the title of the qualification in the original language	Bachelor's degree specialty "Management"
The official name of the educational program	"Management of foreign economic activity"
Compliance with the standard of higher education of the Ministry of Education and Science of Ukraine	The SHE of the Ministry of Education and Science of Ukraine is in charge
Type of diploma and scope of the educational program	Bachelor's degree, single, 240 ECTS credits, the term of study is 3 years and 10 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	NRK of Ukraine – level 6 FQ-ENEA – first cycle EQF-LLL – level 6
Prerequisites	Possession of a complete general secondary education or junior specialist, junior bachelor's qualification
Language(s) of instruction	Ukrainian
The term of validity of the educational program	until July 1, 2027
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 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 activities	
3 – Characteristics of the educational program	
Subject area	Object of study: management of organizations and their divisions.

	<p>Learning objectives: 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 units.</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; economic diagnosis methods; forecasting and planning methods; methods of designing organizational management structures; methods of motivation; control methods; methods of assessing 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.). Tools and equipment: modern information and communication equipment, information systems and software products used in management.</p>
Orientation of the 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
The main focus of the educational program	The program is aimed at acquiring competencies and achieving program learning outcomes in the specialization of management of foreign economic activity with in-depth study of the organization of foreign trade operations, a high level of foreign language proficiency. Keywords: management, foreign economic activity, subject of foreign economic activity, foreign trade operation
Features of the program	It requires a combination of the theoretical component and practical training at enterprises - subjects of foreign economic activity, in ministries and agencies that regulate foreign economic activity. Advanced knowledge of a foreign language
4 – Eligibility of graduates to employment and further education	
Suitability for employment	Graduates can hold positions (according to the National Classifier of Ukraine "Profession Classifier DK 003:2010"): at enterprises-subjects of foreign economic activity, in international companies, international financial, economic and governmental organizations (code of the classifier of professions): customs clearance agent (3422); forwarder (3422); commercial trader (3415); authorized import offices;

	trade inspector (3419); supply organizer (3419); sales organizer (3419).
Further education	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	Evaluation 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 students' studies, 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 foreign economic activity or in the learning process, which involves the application of theories and methods of social and behavioral sciences
General competences (GC)	<ol style="list-style-type: none"> 1. The 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. The 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. 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.

<p>Special competences (SC)</p>	<p>15. Ability to act on the basis of ethical considerations (motives).</p> <ol style="list-style-type: none"> 1. The ability to define and describe the characteristics of the organization. 2. The ability to analyze the results of the organization's activities, to compare them with the factors influencing the external and internal environment. 3. The ability to determine the prospects of the organization's development. 4. The ability to determine the functional areas of the organization and the connections between them. 5. The ability to manage the organization and its divisions through the implementation of management functions. 6. The ability to act socially responsibly and consciously. 7. Ability to choose and use modern management tools. 8. Ability to plan the activities of the organization and manage time. 9. Ability to work in a team and establish interpersonal interaction when solving professional tasks. 10. Ability to evaluate the work performed, ensure their quality and motivate the organization's personnel. 11. Ability to create and organize effective communications in the management process. 12. The ability to analyze and structure the problems of the organization, to form reasonable solutions. 13. Understand the principles and norms of law and use them in professional activities. 14. Understand the principles of psychology and use them in professional activities. 15. Ability to form and demonstrate leadership qualities and behavioral skills. 16. <i>The ability to organize foreign trade operations taking into account the peculiarities of the regulation of foreign economic activity.</i> 17. <i>Understand the mechanism of foreign exchange taxation, features of currency operations, the specifics of international settlements, methods of pricing in foreign exchange, the algorithm for entering the foreign market.</i>
<p>7 – Program learning outcomes</p>	
	<ol style="list-style-type: none"> 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. 2. To preserve moral, cultural, and scientific values and multiply the achievements of society, to use various types and forms of motor activity to lead a healthy lifestyle. 3. Demonstrate knowledge of theories, methods and functions of management, modern concepts of leadership. 4. Demonstrate skills in problem identification and justification of management decisions. 5. Describe the content of the functional areas of the organization. 6. Demonstrate the skills of searching, collecting and analyzing information, calculating indicators to substantiate management decisions. 7. Demonstrate organizational design skills. 8. Apply management methods to ensure the effectiveness of the organization's activities

	<p>9. Demonstrate interaction, leadership, and teamwork skills</p> <p>10. Have the skills to justify effective tools for motivating the organization's personnel.</p> <p>11. Demonstrate the skills of situation analysis and communication in various areas of the organization.</p> <p>12. Assess the legal, social and economic consequences of the organization's functioning.</p> <p>13. Communicate orally and in writing in national and foreign languages.</p> <p>14. Identify the causes of stress, adapt yourself and team members to a stressful situation, find means to neutralize it.</p> <p>15. 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>18. <i>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>19. <i>Determine and distribute the costs, risks and responsibilities of the parties in accordance with the terms of the contract.</i></p> <p>20. <i>Demonstrate the skills of declaring goods, placing them in different customs regimes, calculating the customs value, customs payments, forming the price when conducting foreign trade transactions.</i></p>
8 – Resource support for program implementation	
Staff support	<p>Specialists preparing 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 support	<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>
Informational and educational and methodological 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 involve student training, the issuance of a double diploma, etc..</p>
Education of foreign students of higher education	<p>Foreign students study in academic groups.</p> <p>For foreign students, the discipline "Ukrainian language" is taught during 1-7 semesters with a separate schedule by teachers who have completed special training in teaching Ukrainian as a foreign language.</p>

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

2.1. List of EP components

Code a/d	Components of the educational program (educational disciplines, course projects (works), practices, qualifying exam, graduation thesis)	Number of credits
1	2	3
Mandatory components of EP		
MC 1.	Higher and applied mathematics	6
MC 2.	Foreign language by professional direction	30
MC 3.	Science of law	6
MC 4.	Philosophy	6
MC 5.	Ecology	6
MC 6.	Information technologies in professional activity	6
MC 7.	Theory of organization	6
MC 8.	Macro- and microeconomics	6
MC 9.	Management	6
MC 10.	Statistics	6
MC 11.	Economy and finance of the enterprise	6
MC 12.	World market of goods and services	6
MC 12.1	CW on the discipline World market of goods and services	
MC 13	Foreign economic activity of the enterprise	6
MC 14.	International credit markets	6
MC 15.	Accounting and taxation	6
MC 16.	Organization of foreign trade operations	9
MC 16.1.	CW on the discipline Organization of foreign trade operations	
MC 17.	International commercial and economic law	12
MC 18.	Pricing on world commodity markets	6
MC 19.	International logistics	6
MC 20.	Practical course "Business simulation"	9
MC 21.	International marketing management	6
The total volume is a mandatory component:		162
Selective components of EP		
SC 1.	Alternative dispute resolution methods	6
SC 2.	Analysis of economic activity	6
SC 3.	Audit in the foreign economic activity of the enterprise	6
SC 4.	Safety of life	6
SC 5.	Commercial law	6
SC 6.	Diplomatic and business protocol and etiquette	6
SC 7.	Contract law	6
SC 8.	Second foreign language	18
SC 9.	Economic statistics	6
SC 10.	Economic analysis	6
SC 11.	Electronic document management	6
SC 12.	Business ethics	6

SC 13.	Enterprise reporting	6
SC 14.	Information wars	6

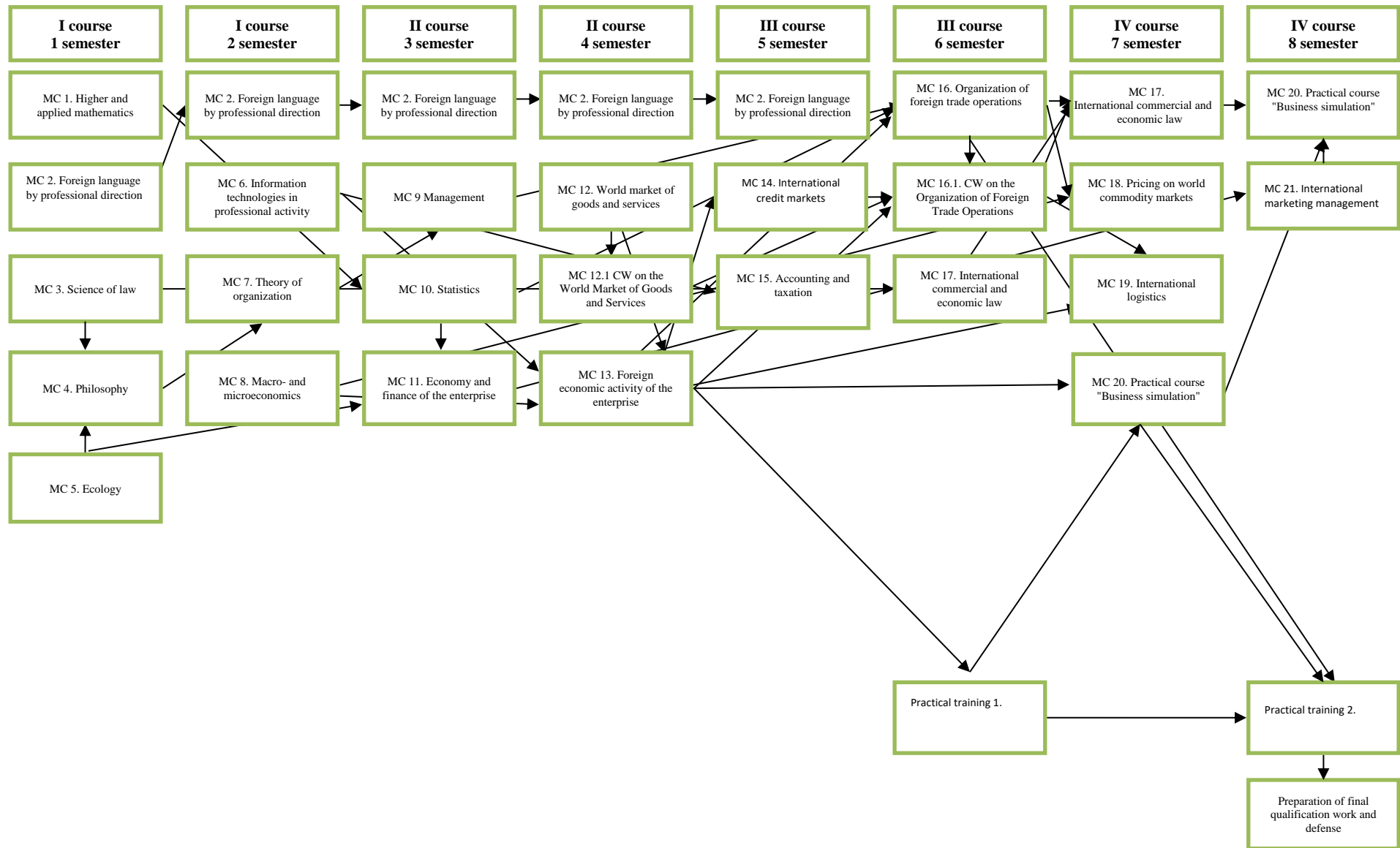
1	2	3
SC 15.	Competition law	6
SC 16.	Local studies	6
SC 17.	Cultural heritage of Ukraine	6
SC 18.	Marketing research on international markets	6
SC 19.	International economic activity of Ukraine	6
SC 20.	International management of corporations	6
SC 21.	International Economic Relations	6
SC 22.	International credit and settlement and currency operations	6
SC 23.	Modeling of business processes	6
SC 24.	Fundamentals of cyber security	6
SC 25.	Appraisal of business and enterprise property	6
SC 26.	Business law	6
SC 27.	Politology	6
SC 28.	Psychology	6
SC 29.	Self-management	6
SC 30.	Systems of international trade and economic information	6
SC 31.	Social leadership	6
SC 32.	Strategic management in international business	6
SC 33.	Commodity nomenclature of foreign economic activity	6
SC 34.	Commodity science	6
SC 35.	Transnationalization of business	6
SC 36.	Ukrainian language (by professional direction)	6
SC 37.	Management of innovations	6
SC 38.	HR	6
SC 39.	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 other levels of higher education, in agreement with the dean of the faculty ¹	6
The total amount of selective components::		60
Practical training		
Practical training 1		3
Practical training 2		6
In total		9
Certification		
Preparation for certification		3
Preparation of final qualification work and defense		6

¹ The procedure for forming an individual educational trajectory is regulated by the Regulation on the organization of the educational process of students URL: <https://knute.edu.ua/file/NzU4MQ==/f97864d4b918244e228a0400a9a98f96.pdf>

In total	9
GENERAL SCOPE 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 EP



3. Form of attestation of applicants of higher education

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

The graduation thesis should involve solving a complex specialized task or a practical problem in the field of management, characterized by the 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 final qualification work.

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

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

4.1. Matrix of correspondence of program competencies to mandatory components of the educational program

Components / Competences		MC 1	MC 2	MC 3	MC 4	MC 5	MC 6	MC 7	MC 8	MC 9	MC 10	MC 11	MC 12	MC12.1	MC 13	MC 14	MC 15	MC 16	MC16.1	MC 17	MC 18	MC 19	MC 20	MC 21		
		general	1			•	•	•																		
2					•	•																				
3	•							•	•		•	•	•	•	•	•	•	•	•	•		•	•	•	•	
4								•		•			•	•	•	•			•	•		•	•	•	•	
5										•		•			•	•			•	•			•	•	•	
6											•				•	•			•	•			•	•	•	
7			•												•	•			•	•	•			•	•	
8							•	•			•			•	•	•	•		•	•			•	•	•	•
9											•					•					•			•	•	•
10											•			•	•	•			•	•				•	•	•
11															•	•			•	•				•	•	•
12																			•	•				•	•	•
13					•			•							•	•			•	•	•			•	•	•
14					•	•		•			•			•	•	•	•		•	•	•	•	•	•	•	•
15					•	•		•			•										•					
special	1											•				•										
	2							•	•		•	•	•	•	•	•	•	•	•	•		•	•	•	•	•
	3							•	•				•	•	•	•			•	•			•	•	•	•
	4							•		•														•	•	•
	5									•													•		•	•
	6				•	•																			•	•
	7										•												•		•	•
	8										•								•	•				•	•	•
	9										•									•					•	•
	10										•														•	•
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	12										•			•	•	•								•	•	•
	13			•							•					•			•	•	•			•	•	•
	14										•								•	•						•
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	16													•	•	•	•	•	•	•	•	•				•
	17															•	•	•	•	•	•	•			•	•

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

5.1. Matrix of provision of programmatic learning outcomes with relevant mandatory components of the educational program

Components / program learning outcomes	MC 1	MC 2	MC 3	MC 4	MC 5	MC 6	MC 7	MC 8	MC 9	MC 10	MC 11	MC 12	MC 12.1	MC 13	MC 14	MC 15	MC 16	MC 16.1	MC 17	MC 18	MC 19	MC 20	MC 21
1			•	•	•																		
2				•	•																		
3							•		•														•
4	•						•		•		•	•	•	•	•		•	•		•	•	•	•
5							•	•	•		•			•			•	•					•
6						•		•	•	•	•	•	•	•	•	•	•	•		•	•	•	•
7							•							•								•	
8							•		•								•	•			•		•
9							•		•														
10									•														
11	•						•	•	•	•	•			•			•	•		•	•	•	•
12			•		•		•				•			•			•	•	•			•	
13		•							•					•	•		•	•	•	•	•	•	•
14									•														
15				•	•		•		•					•			•	•	•			•	
16									•			•	•						•		•	•	•
17									•			•	•	•			•	•		•		•	•
18	•											•	•	•			•	•	•	•		•	•
19														•			•	•	•	•		•	
20														•	•	•	•	•		•		•	

