

**Kyiv National University of Trade and Economics
Faculty of Trade and Marketing**

INFORMATION PACKAGE

European Credit Transfer and Accumulation System (ECTS)

Sphere of knowledge	07 «Management and Administration»
Specialty	076 «Entrepreneurship, Trade and Exchange Activities»
Specialization	«Commodity Science and Organization of Foreign Trade»
Education level	«Master»

Kyiv 2018

3. Educational Program.

3.1. Education Program in speciality 076 "Entrepreneurship, Trade and Exchange Activities" (specialization «Commodity Science and Organization of Foreign Trade»)

Program team manager (program guarantor) - Mokrousova O.R., Doctor of Sciences (Engineering), Professor

1 - General information	
Full name of IHE and structural unit	Kyiv National University of Trade and Economics, Department of Commodity Science and Customs Affairs
Level of higher education and qualification name in the original language	Master Qualification: Master 's Degree specialty "Entrepreneurship, Trade and Exchange Activities" specialization "Commodity Science and Organization of Foreign Trade"
Educational program official name	"Commodity Science and Organization of Foreign Trade"
Diploma type and volume of the program	Master's Degree, 90 ECTS credits, training period 1 year 4 months
Accreditation	The Ministry of Education and Science of Ukraine; Ukraine Accreditation Certificate ND №1188328 dated 10.07.2017. term of validity up to 01.07.2024
Cycle / Level	NRC of Ukraine – the 8th level, FQ-EHEA – the second cycle, EQF-LLL – the 7th level
Preconditions	higher education Bachelor degree
Language of instruction	Ukrainian
Duration period	By July 1, 2024
Internet address for permanent placement of the program description	www.knteu.kiev.ua

2 – Purpose of the educational program

Formation and development of general and professional competencies in the field of entrepreneurship, trade and exchange activities aimed at obtaining up-to-date vocational training, required for employment and self-realization in society.

A graduate shall be competent in the subject area of commodity science and foreign trade organization, be aware of practical knowledge and skills needed for integrated solution of professional tasks, solving complex specialized tasks and practical problems in the professional field

3 - Characteristics of the educational program

Subject area (sphere of knowledge, speciality, and specialization)	<p>Sphere of knowledge 07 «Management and Administration», speciality 076 "Entrepreneurship, Trade and Exchange Activities", specialization "Commodity Science and Organization of Foreign Trade".</p> <p>Compulsory training modules – 73,3%, including professional training - 68,2%, practical training - 13,6%. Disciplines at students` discretion include 26.7%, all of them develop professional competencies - 100%</p>
Educational program orientation	<p>Educational-professional program</p> <p>The educational-professional program for masters is applied; it is guided by modern principles in the field of entrepreneurship, trade and exchange activities with foreign economic orientation. It takes into account the nature of the industry; it's based on the proven practical results with regard to the current state and prospects of countries` economic development, in terms of which further professional and scientific careers are possible</p>
Main focus of the educational program and specialization	<p>General education in the sphere of knowledge "Management and Administration" specialty "Entrepreneurship, Trade and Exchange Activities"</p> <p>Key words: entrepreneurship, trade, exchange activities, commodity science, foreign trade</p>
Features of the program	<p>The program is instrumental in provision of employment for graduates at enterprises and</p>

	organizations that carry out foreign economic activities. It also enables to conduct scientific and practical work in the field of management and administration. It's performed in an active research environment. It gives an opportunity to continue studying abroad in related professions
4 - Graduate employability and further learning	
Employability	Master in Commodity Science and Foreign Trade Management is able to hold managerial positions and carry out professional work in various economic activities in accordance with the National Qualifications Framework; they are able to work as junior research fellow, foreign economic expert, commodity market analyst and research scientist in the field of economy
Further learning	Life-long learning to improve professional, scientific and other activities. The ability to continue training at the next level of higher education (Doctor of Philosophy)
5 – Training and assessment	
Teaching and learning	Student-centered and problem-oriented learning, as well as learning through practical training and self-study are used. The system of teaching learning methods is based on the principles of purposefulness, binary – an active direct involvement of a teacher and a student. Teaching is conducted in the form of lectures, seminars, tutorials, laboratory works, consultations with academics, industrial (pre-diploma) practice, preparation of graduate qualification work
Assessment	Recitation, test control, individual tasks, tests, written examinations. Final attestation – defense of graduate qualification work
6 - Program competence	
Integral competence (IC)	The ability to solve complex tasks and problems in a certain field of professional activity or in the process

	of study that involves research and / or innovation and is characterized by uncertainty of conditions and requirements, namely the formation and development of special professional competences aimed at gaining a student's ability to possess methods of informal and social substantiation and at improving professional activity in the field of entrepreneurship, trade and exchange activities	
General Competence (GC)	GC 1	The ability to analyze and synthesize in terms of logical arguments and verified data
	GC 2	Interpersonal skills
	GC 3	The ability to think outside of the box, apply acquired knowledge in a wide range of practical work and in everyday life
	GC 4	The ability to characterize directly, analyze and critically evaluate experimental data
	GC 5	The ability to search, process and analyze information from various sources
	GC 6	The ability to communicate and work with staff members or in team including the international environment, and to maintain a positive attitude towards other cultures; the ability to criticism and self reflection
	GC 7	The ability to be at the forefront of life and civic stance, to develop leadership qualities and act from the standpoint of social responsibility, to carry out professional activities in accordance with quality standards, to generate new ideas, to adapt to new situations in professional activities, to implement new projects
	GC 8	The ability to implement innovative projects
Professional competence (PC)	PC 1	The ability to manage a range of goods within an enterprise, to choose a correct positioning of the product in the market
	PC 2	The ability to assess the influence of environmental factors on the functioning a trade organization
	PC 3	The ability to conduct a product examination and make decisions based on the research

		results when pursuing the international trade
	PC 4	The ability to develop criteria for identifying products
	PC 5	The ability to develop means for preventing the adulteration of commodities in the course of carrying out foreign economic operations
	PC 6	The ability to develop and implement quality management systems at enterprises in accordance with international statutory documents
	PC 7	The ability to carry out strategic management of foreign economic activity of an enterprise
	PC 8	The ability to predict the effectiveness of foreign trade operations
	PC 9	The ability to organize, conduct scientific research and implement their results in the course of carrying out foreign economic activity of the enterprise
	PC 10	The ability to benchmarking analysis of national and international legislation in the field of commodity circulation.
	PC 11	The ability to ensure the execution of customs procedures for goods in accordance with the declared customs regime
	PC 12	The ability to develop the ways of minimizing customs risks when carrying out foreign economic operations
	PC 13	The ability to apply information systems and technologies for management of foreign economic activity
	PC 14	The ability to employ innovative approaches in the activity of business and trade structures
	PC 15	The ability to determine the level of quality and assess the international competitiveness of commodities
7 - Program learning outcomes		
	PLO 1	To be able to develop assortment and commodity policy of an enterprise of the

	subject of foreign economic activity
PLO 2	To develop measures for optimization of a range for an enterprise of the subject of foreign economic activity
PLO 3	To evaluate the effectiveness and develop the managerial strategy of foreign economic activity of an enterprise
PLO 4	To plan, identify and analyze the most important effectiveness factors of export-import operations, to propose measures for increasing their efficiency
PLO 5	To assess risks in foreign economic activity in terms of current international legislation in the field of commodity circulation
PLO 6	Be able to predict the foreign trade operations effectiveness following the analysis of customs logistical systems of different levels
PLO 7	Be able to carry out economic substantiation of the choice of supply channels and partners for establishing foreign economic relations
PLO 8	To search, organize and participate in negotiations with foreign firms
PLO 9	To organize and conduct commodity and other examinations by experts in international trade, to make decisions according to their results
PLO 10	To develop criteria for identification of goods and offer means for preventing the adulteration of commodities when carrying out foreign economic operations
PLO 11	Be able to develop and implement quality management systems at enterprises in accordance with international regulations
PLO 12	To evaluate the competitive environment of the enterprise and the influence of environment factors on the functioning the trade organization; to analyze the quality level of goods, the international competitiveness level of goods and

		enterprises
	PLO 13	To develop proposals on harmonization of national and international legislation in the field of commodity circulation
	PLO 14	Be able to determine the totality of measures for tariff and non-tariff regulation of goods and to ensure the execution of customs procedures in accordance with the declared customs regime
	PLO 15	To be able to employ information systems and technologies in the foreign economic activity management of an enterprise
	PLO 16	To plan the areas of focus and organize conducting scientific studies
	PLO 17	To be able to apply scientific databases and other relevant sources of information; to carry out incisive analysis with a view to scrutiny and studying commodity and foreign trade issues
8 - Resource support for program implementation		
Staff support	All the scientific and pedagogical staff who provide the educational-professional program correspond to the profile and specificity of the disciplines taught in the accordance with their qualifications. The academics have the required years of teaching and practical experience. The experts with the experience in research, management, innovation, creative and professional spheres, as well as the foreign lecturers are involved in the organization of teaching learning process	
Material and technical support	The educational facilities, computer workstations, multimedia classes are available for provision of the educational process throughout the entire training cycle according to the educational program	
Information and educational-methodical support	The official website www.knteu.kiev.ua contains the information on educational programs, educational and scientific activities, structural units, rules of admission, contacts. The materials of the educational and methodological	

		<p>support of the educational program are presented on the website of the Laboratory of Distance Learning of the KNUTE: http://dist.knteu.kiev.ua/index.php/ ru /. All the resources of the scientific and technical library are accessible via the site of the University: http://lib.knteu.kiev.ua/. The library fund comprises almost 1.5 million copies. The reading room is equipped with wireless internet access</p>
9 - Academic mobility		
National Mobility	Credit	Under the standard procedures within Ukraine. Short-term training of students in other educational institutions for obtaining some educational components that provide general or professional competences
International Mobility	Credit	<p>Possibility of obtaining higher education in foreign higher educational institutions-partners for the purposes of the agreements:</p> <p>1. Joint programs of training:</p> <ul style="list-style-type: none"> - Clermont-Auvergne University, - Higher Paris Commerce School, - Pari Este Cretey University, - Audense Business School, - Grenoble Alps University (France), - University of Central Lancashire (Great Britain), - Hohenheim University (Germany) <p>2. Training is available during the semester in the following foreign higher educational institutions:</p> <ul style="list-style-type: none"> - Krakow University of Economics, - Poznań University of Economics, - Wroclaw University of Economics (Poland)
Training of overseas students		<p>Possible, provided that:</p> <ul style="list-style-type: none"> - knowledge of Ukrainian language, - availability of Bachelor's degree authorized by the Ministry of Education and Science

3.2. List of educational program components

Code C/P	Code components of educational program (academic disciplines, term projects	Amounts of credits	Forms of final
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	(papers), placement, qualification exam, final qualification work)		control
1	2	3	4
Compulsory components of EP			
General training cycle			
CC 1	Organization of Foreign Trade Operations	6	Exam
CC 2	Identification and Methods for Determination of Product Adulteration	6	Exam
CC 3	Customs Procedures	6	Exam
CC 4	Expert Examination in International Trade	7,5	Exam
CC 5	Quality Management	7,5	Exam
CC 6	Risk Management in Foreign Economic Activity	6	Exam
CC 7	International Trade Law	6	Exam
Practical training			
	Industrial (pre-diploma) practice	9	3
Attestation			
	Preparation of the graduate qualification work and diploma defence	12	
Total amount of compulsory components		66	
Optional components of EP			
OP 1.1	Qualimetry	6	Exam
OP 1.2	International Marketing	6	Exam
OP 1.3	Trade Negotiations and Commercial Diplomacy	6	Exam
OP 1.4	Management of International Competitiveness of Enterprise	6	Exam
OP 2.1	Methodology and Organization of Scientific Research	6	Exam
OP 2.2	International Technical Regulation	6	Exam
OP 3.1	Electronic Commerce	6	Exam
OP 3.2	Information Systems and Technologies in Foreign Economic Activity Management	6	Exam
OP 3.3	Customs Logistics	6	Exam
Total volume of optional components		24	
TOTAL EP VOLUME		90	

3.3. Matrix of correspondence of program competence to EP components

	CC 1	CC 2	CC 3	CC 4	CC 5	CC 6	CC 7	ББ 1.1	ББ 1.2	ББ 1.3	ББ 1.4	ББ 2.1	ББ 2.2	ББ 3.1	ББ 3.2	ББ 3.3
GC 1						+						+				
GC 2										+						
GC 3		+		+		+			+							
GC 4		+		+					+			+				
GC 5												+				
GC 6										+						
GC 7					+	+										
GC 8					+			+								
PC 1						+			+							
PC 2	+					+			+		+					
PC 3				+												
PC 4		+			+											
PC 5		+		+	+						+					
PC 6						+				+						+
PC 7	+										+					
PC 8	+					+										
PC 9												+				
PC 10							+						+			
PC 11			+													
PC 12			+	+		+	+						+			+
PC 13																
PC 14														+	+	
PC 15								+	+							