

### 3. Educational Program.

#### 3.1. Educational Program Profile “Commodity Science and Organization of Foreign Trade”, Specialty D7 – Trade

Director of the Bachelor’s degree programme “Commodity Science and Organization of Foreign Trade” – Osievska V., Associate Professor, Doctor of Sciences

<b>1- GENERAL INFORMATION</b>	
<b>Full name of IHE and structural unit</b>	Kyiv National University of Trade and Economics Faculty of Trade and Marketing Department of Commodity Studies and Customs Affairs
<b>Academic degree and qualification title in the original</b>	First Cycle of Higher Education (Bachelor’s Degree) Qualification: Bachelor of Entrepreneurship and Commerce
<b>Field of Study</b>	D Business, Administration and Law
<b>Subject Area</b>	D7 Trade
<b>Educational Programme</b>	Commodity Science and Organization of Foreign Trade
<b>Limitations on the Available Modes of Study</b>	No Limitations
<b>Compliance with the standard of higher education of the Ministry of Education and Science of Ukraine</b>	Complies with the Higher Education Standard of the Ministry of Education and Science of Ukraine (Order No. 963 dated July 5, 2024)
<b>Diploma type and volume of the program</b>	Bachelor's degree Scope of the Educational and Professional Program – 240 ECTS credits Standard Duration of Study – 3 years and 10 months
<b>Accreditation</b>	Certificate of Accreditation for Specialty UD 11015988, valid until July 1, 2026, issued by the Accreditation Commission of the Ministry of Education and Science of Ukraine
<b>Cycle/Level</b>	HPK of Ukraine – level 6, FQ-EHEA – first cycle, EQFLLL – level 6
<b>Prerequisites for Admission to the Educational Program</b>	Complete General Secondary Education or an Associate Degree
<b>Мова(и) викладання</b>	Ukrainian
<b>Validity period</b>	Until the adoption of a revised version of the Educational and Professional Program
<b>Educational Program Link</b>	<a href="https://knute.edu.ua/">https://knute.edu.ua/</a>
<b>2-EDUCATIONAL PROGRAM AIM</b>	
Development of general and professional competencies aimed at equipping the students with knowledge, skills, and abilities to solve practical problems and	

specialized tasks in trade and foreign economic activity.
<b>3-EDUCATIONAL PROGRAM GENERAL INFORMATION</b>
<i>Subject Area</i>
<p><b>Object of Study and/or Activity:</b> activities related to the organization and functioning of entrepreneurial and commercial structures aimed at achieving economic and social outcomes.</p> <p><b>Learning Objectives:</b> training highly qualified specialists capable of solving practical problems and complex specialized tasks in entrepreneurship and trade.</p> <p><b>Theoretical Content of the Subject Area:</b> scientific theories, principles, concepts, and the methodology of entrepreneurship and trade, along with their application for the organization and efficient functioning of entrepreneurial and commercial structures.</p> <p><b>Methods, Methodologies, and Technologies:</b> general scientific and specialized methods, professional methodologies, and technologies for solving tasks related to the organization, efficient functioning, and development of entrepreneurial and commercial structures.</p> <p><b>Tools and Equipment:</b> information and communication systems and technologies, specialized devices and equipment for trade and/or entrepreneurial activities, and specialized software.</p>
<i>Educational Program Orientation</i>
Educational and Professional, Applied.
<i>Primary Focus of the Educational Program</i>
<p>General Higher Education in the Field of Knowledge “ Business, Administration and Law ” Specialty “Trade.”</p> <p>The program focuses on the acquisition of knowledge and competencies in commodity evaluation, assortment planning, goods declaration, and adherence to tariff and non-tariff regulatory measures in the implementation of foreign economic activities.</p> <p>Keywords: Trade, Foreign Economic Activity, Commodity Science, Customs Affairs.</p>
<i>Key Features of the Program</i>
The program incorporates a multidisciplinary approach to developing professional competencies in the fields of trade and foreign economic activity; provides practical training at manufacturing and commercial enterprises, as well as organizations engaged in foreign economic operations; and offers advanced study of a foreign language with a professional focus.
<b>4-CAREER OPPORTUNITIES AND FURTHER LEARNING</b>
<i>Career Opportunities</i>
<p>Graduates of this educational and professional program are eligible to hold entry-level positions corresponding to the official job titles included in the following classification groups (according to the National Classifier of Occupations DK 003:2010, as amended and approved by the Order of the Ministry of Economic Development and Trade of Ukraine dated February 15, 2019, No. 259):</p> <p>3152 Product Quality Control Inspector;</p> <p>3411 Broker;</p> <p>3411 Dealer;</p> <p>3415 Sales Dealer;</p>

3415 Sales Representative;  
 3415 Commercial Trader;  
 3415 Industrial Trader;  
 3415 Traveling Salesman;  
 3415 Technical Trader;  
 3416 Merchandiser;  
 3419 Commodity Expert;  
 3419 Supply Organizer;  
 3419 Sales Organizer;  
 3419 Trade Inspector;  
 3419 Commodity Inspector;  
 3421 Trade Broker (Dealer);  
 3422 Customs Clearance Agent for Cargo and Goods;  
 3422 Border Station (Checkpoint) Cargo Transfer Agent;  
 3429 Business and Advertising Services Trader;  
 3436.1 Executive Assistant to the Head of an Enterprise (Institution, Organization);  
 3436.2 Assistant to the Head of Another Main Division;  
 3436.3 Assistant to the Head of a Small Enterprise Without a Management Apparatus;  
 3449 State Inspector for Product and Trade Quality.

***Further learning***

Graduates are entitled to continue their studies at the second (Master's) level of higher education. Obtaining additional qualifications in the postgraduate education system.

**5-Training and Assessment**

***Teaching and Learning***

A balanced combination of in-class activities (lecture-discussions, seminars, practical classes in small groups, independent work with information sources, and instructor consultations), distance learning, and self-directed study based on problem-oriented, interactive learning, self-learning, and practice-based training.

***Assessment***

The assessment of student learning outcomes is carried out in accordance with the "Regulations on the Assessment of Learning Outcomes of Students and Postgraduates at State University of Trade and Economics (SUTE)" and includes the following types of evaluation: ongoing assessment, final assessment, and certification.

Ongoing assessment is conducted during practical/laboratory sessions and based on the completion of independent assignments. It includes the evaluation of students' theoretical knowledge demonstrated in seminars and the practical skills acquired during laboratory and practical work.

Final assessment comprises evaluation activities designed to determine the extent to which the learning outcomes achieved by a student correspond to the requirements of the educational program for a specific educational component. It is conducted at the university in the form of pass/fail tests and examinations.

Student learning outcomes at KNUTE are assessed using a 100-point scale, where: 60–100 points indicate successful achievement of learning outcomes and entitle the

student to receive ECTS credits; 0–59 points indicate unsatisfactory performance and do not entitle the student to receive ECTS credits.

<b>6-PROGRAM COMPETENCES</b>	
<i><b>Integral Competence</b></i>	
Ability to solve complex specialized tasks and problems in the field of entrepreneurial and commercial activities or during the learning process, which involves the application of theories and methods of organization and functioning of entrepreneurial and commercial structures, characterized by complexity and uncertainty of conditions..	
<i><b>General Competence (GC)</b></i>	
GC1	Ability for abstract thinking, analysis, and synthesis.
GC2	Ability to apply acquired knowledge in practical situations.
GC3	Ability to communicate effectively in the state (Ukrainian) language, both orally and in writing.
GC4	Ability to communicate in a foreign language.
GC5	Proficiency in the use of information and communication technologies.
GC6	Ability to search for, process, and analyze information from various sources.
GC7	Ability to work in a team.
GC8	Ability to demonstrate initiative and entrepreneurial spirit.
GC9	Commitment to environmental sustainability.
GC10	Ability to act responsibly and consciously.
GC11	Ability to exercise one’s rights and responsibilities as a member of society, to understand the values of a civil (free and democratic) society and the necessity of its sustainable development, the rule of law, and human and civil rights and freedoms in Ukraine.
GC12	Ability to preserve and enhance the moral, cultural, and scientific values and achievements of society, based on an understanding of the history and patterns of development of the subject area, its place within the general system of knowledge about nature and society, and its role in the advancement of society, technology, and innovation; ability to engage in various types and forms of physical activity for active recreation and maintaining a healthy lifestyle.
GC13	Ability to make decisions and act in accordance with the principle of zero tolerance for corruption and any other manifestations of unethical behavior.
<i><b>Special (Professional, Subject-Specific) Competencies (SC)</b></i>	
SC1	Critical understanding of the theoretical foundations of entrepreneurial and commercial activity.
SC2	Ability to select and apply appropriate methods and tools to justify decisions related to the creation and functioning of entrepreneurial and commercial structures.
SC3	Ability to operate within the framework of interactions among market participants.
SC4	Ability to apply innovative approaches in the activities of entrepreneurial

	and commercial structures.
SC5	Ability to identify and assess the characteristics of goods and services in entrepreneurial and commercial activities.
SC6	Ability to perform professional duties in compliance with regulatory and legal requirements in the field of entrepreneurship and trade.
SC7	Ability to define and carry out professional tasks related to the organization of entrepreneurial and commercial structures.
SC8	Ability to apply the fundamentals of accounting and taxation in entrepreneurial and commercial activities.
SC9	Ability to organize foreign economic activities of entrepreneurial and commercial entities.
SC10	Ability to conduct business planning, assess market conditions, and evaluate performance in entrepreneurship and trade, taking into account potential risks.
<i>SC11</i>	<i>Ability to carry out entrepreneurial activities based on logistics principles<sup>1</sup>.</i>
<i>SC12</i>	<i>Ability to evaluate the assortment, quality, and safety of goods in accordance with international and European legislation.</i>
<i>SC 13</i>	<i>Ability to declare goods and provide customs brokerage services in the course of foreign economic activity.</i>
<b>7-PROGRAM LEARNING OUTCOME</b>	
1	Utilize fundamental knowledge of entrepreneurship and trade along with skills in critical thinking, analysis, and synthesis for professional purposes.
2	Apply acquired knowledge to identify, formulate, and solve tasks in various practical situations within entrepreneurial and commercial activities.
3	Possess skills in written and oral professional communication in the state language and foreign languages.
4	Use modern computer and telecommunication technologies for exchanging and disseminating professionally oriented information in the fields of entrepreneurship and trade.
5	Organize the search, independent selection, and quality processing of information from various sources to form databases in the sphere of entrepreneurship and trade.
6	Demonstrate the ability to work in a team and interpersonal interaction skills that enable achieving professional goals.
7	Exhibit entrepreneurial initiative in various areas of professional activity and take responsibility for the outcomes.
8	Apply acquired knowledge and skills to initiate and implement measures aimed at environmental protection and ensuring the safe operation of entrepreneurial and commercial structures.
9	Understand the requirements for professional activity dictated by the necessity to ensure the sustainable development of Ukraine and strengthen it as a democratic, social, and legal state.

*Italicized are the general and special (professional, subject-specific) competencies and program learning outcomes that reflect the focus of the educational program*

10	Act with social responsibility based on ethical, cultural, scientific values and achievements of society.
11	Possess conceptual scientific and practical knowledge in the field of entrepreneurship and trade necessary for further practical application.
12	Master methods and tools for substantiating managerial decisions regarding the creation and functioning of entrepreneurial and commercial structures.
13	Utilize knowledge of forms of interaction among market participants to ensure the operation of entrepreneurial and commercial entities.
14	Apply innovative approaches in entrepreneurial and commercial activities.
15	Evaluate the characteristics of goods and services in entrepreneurial and commercial activities using modern methods.
16	Understand the regulatory and legal framework governing the activities of entrepreneurial and commercial structures and apply it in practice.
17	Solve professional tasks related to organizing the activities of entrepreneurial and commercial entities and address problems in crisis situations, considering external and internal factors.
18	Know the basics of accounting and taxation in entrepreneurial and commercial activities.
19	Apply knowledge and skills to ensure the effective organization of foreign economic activities of entrepreneurial and commercial structures, taking into account market conditions and applicable legal norms.
20	Understand the fundamentals of business planning, market analysis, and evaluation of entrepreneurial and commercial activities' results with regard to risks.
21	Utilize acquired knowledge to prevent corruption and any forms of dishonesty in entrepreneurial and commercial activities.
22	<i>Be capable of forming logistics supply channels and making justified decisions in the sphere of international commodity circulation.</i>
23	<i>Assess the assortment, safety, and quality of goods in accordance with current legislation requirements.</i>
24	<i>Be proficient in declaring goods and providing customs brokerage services during foreign economic activity.</i>

## **8- RESOURCE SUPPORT FOR THE PROGRAMME IMPLEMENTATION**

### *Staffing*

Fully complies with the Licensing Requirements for the Provision of Educational Services. The educational and professional program "Commodity Science and Organization of Foreign Trade" is delivered by academic and teaching staff holding academic degrees and/or academic titles in accordance with the current legislation of Ukraine. These staff members possess an adequate level of scientific and professional qualifications. The educational process also involves industry professionals, representatives of professional associations, and international partners.

All academic and teaching staff undergo internships or professional development every five years.

### *Material and Technical Support*

Fully complies with the Licensing Requirements for the Provision of Educational Services. For the convenience of higher education applicants, a corporate distance learning system and an automated educational process management system “MIA: Education” are in operation. The university is equipped with modern computer labs with specialized software, a Teaching and Research Center for Business Simulation, and a Smart Library. All necessary conditions are created to support the education of persons with disabilities. The university also has a developed social and household infrastructure.

### ***Information and Educational-Methodological Support***

An ECTS Information Package is developed for each educational programme at the university.

Every student, via their personal account in the automated education management system "MIA: Education," can view and create their individual study plan, access the curriculum, monitor earned points for academic disciplines, consult the class schedule, and communicate with participants in the educational process.

Course syllabi, teaching and working programmes, as well as assessment criteria for educational components, are available on the university’s corporate distance learning platform.

The university’s electronic repository provides full-text access to scientific and educational literature of DTEU, manuscripts of qualification papers, and dissertations for academic degrees.

For the convenience of higher education applicants, a Catalogue of Academic Disciplines has been developed, according to which students may choose elective educational components.

## **9-ACADEMIC MOBILITY**

### ***National Credit Mobility***

National credit mobility is implemented within the framework of memoranda of cooperation concluded between SUTE and other higher education institutions (research institutions) of Ukraine in accordance with the legislation.

### ***International Credit Mobility***

The University has concluded cooperation agreements between SUTE and foreign higher education institutions, within which partnership exchange and student education are carried out under international programs and projects within the framework of the Erasmus+ program.

### ***Education of International Students***

Carried out in accordance with the requirements of the current legislation.

## 2. EDUCATIONAL PROGRAMME COMPONENTS AND THEIR LOGICAL SEQUENCE

Code	Educational Programme Components	ECTS Credits	Form of Assessment
<b><i>Obligatory Components</i></b>			
OC 1.	Foreign Language for Professional Purposes	21	Exam
OC 2.	Law	6	Exam
OC 3.	Information Technologies in Professional Activity	6	Exam
OC 4.	Economic Theory	6	Exam
OC 5.	Philosophy	6	Exam
OC 6.	Trade Organization	6	Exam
OC 7.	Materials Science and Fundamentals of Product Manufacturing Technology	6	Exam
OC 8.	E-commerce and Fulfillment	6	Exam
OC 9.	Commodity Science: Non-food Products	16.5	Exam
OC 10.	Trade Economics	6	Exam
OC 11.	Enterprise Foreign Economic Activity	6	Exam
OC 12.	Customs Affairs	6	Exam
OC 13.	Commodity Nomenclature of Foreign Economic Activity	6	Exam
OC 14.	Commodity Science: Food Products	10.5	Exam
OC 15.	Accounting and Taxation	4.5	Exam
OC 16.	Entrepreneurship	6	Exam
OC 17.	Logistics	6	Exam
OC 18.	Management	6	Exam
OC 19.	Stock Exchange Trading	6	Exam
OC 20.	Practical Course: Business Simulation	9	Exam
OC 21.	Marketing	6	Exam
OC 22.	Conformity Assessment	4.5	Exam
OC 23.	Practical Training 1	4,5	Credit
OC 24.	Practical Traininga 2	3	Credit
OC 25.	Practical Training 3	6	Credit
OC 26.	Preparation for Certification Exam and Certification	3	Exam
<b>Total volume of obligatory components</b>		<b>180,0</b>	
<b><i>Elective components</i></b>			
EC 1.	Educational Component 1	6	Exam
EC 2.	Educational Component 2	6	Exam
EC 3.	Educational Component 3	6	Exam
EC 4.	Educational Component 4	6	Exam
EC 5.	Educational Component 5	6	Exam
EC 6.	Educational Component 6	6	Exam
EC 7.	Educational Component 7	6	Exam

EC 8.	Educational Component 8	6	Exam
EC 9.	Educational Component 9	6	Exam
EC 10.	Educational Component 10	6	Exam
<b>Total volume of elective components</b>		<b>60</b>	
<b>TOTAL VOLUME OF THE EDUCATIONAL PROGRAM</b>		<b>240,0</b>	

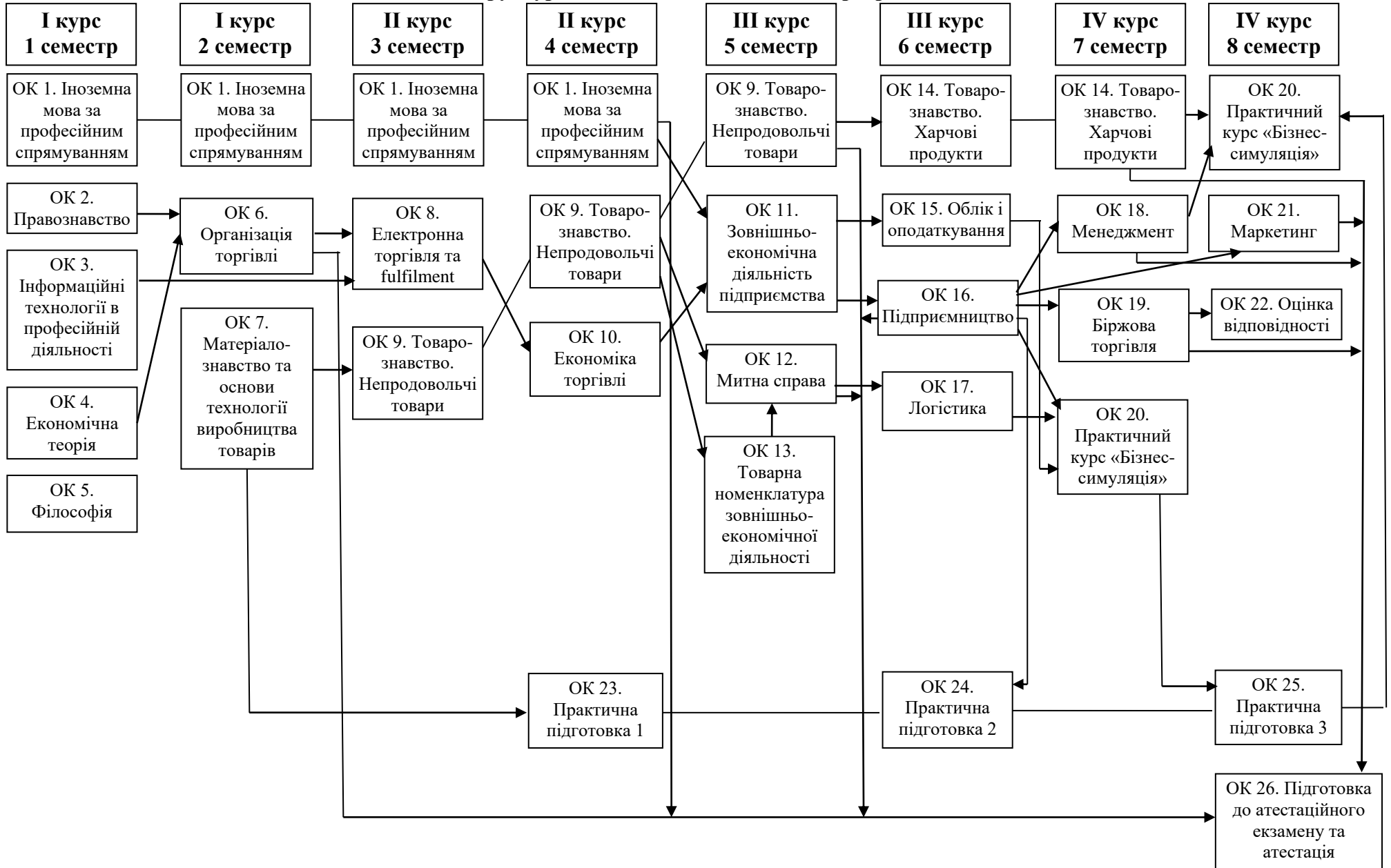
Higher education students select elective courses through their personal account on the “MIA: Education” portal. Descriptions of the courses and their prerequisites are provided in the SUTE Course Catalog

### **3. FORM OF ASSESSMENT FOR HIGHER EDUCATION STUDENTS**

Assessment is conducted in the form of a final attestation exam.

The attestation exam is intended to evaluate the learning outcomes defined by the Higher Education Standard for the first (bachelor’s) level in the field of knowledge D "Business, Administration, and Law," specialty D7 "Trade," as well as those specified by this educational program.

### Структурно-логічна схема освітньої програми



#### 4. Матриця відповідності програмних компетентностей обов'язковим компонентам освітньої програми

Компоненти Компетентності	ОК 1	ОК 2	ОК 3	ОК 4	ОК 5	ОК 6	ОК 7	ОК 8	ОК 9	ОК 10	ОК 11	ОК 12	ОК 13	ОК 14	ОК 15	ОК 16	ОК 17	ОК 18	ОК 19	ОК 20	ОК 21	ОК 22	ОК 23	ОК 24	ОК 25	ОК 26	
ЗК 1				+	+	+				+		+				+				+	+					+	
ЗК 2	+		+			+	+	+	+	+		+		+	+						+	+	+	+	+	+	+
ЗК 3									+		+	+	+	+			+						+	+	+	+	+
ЗК 4	+											+	+														+
ЗК 5			+					+				+			+						+	+	+			+	
ЗК 6	+		+						+	+		+	+	+						+	+	+	+				
ЗК 7	+					+													+		+			+	+	+	
ЗК 8																+			+	+				+	+	+	
ЗК 9							+		+					+													
ЗК 10		+			+		+					+										+				+	
ЗК 11		+			+							+				+			+	+			+				
ЗК 12		+		+	+		+																				
ЗК 13		+										+					+		+								
СК 1				+	+											+				+				+	+	+	+
СК 2			+			+	+									+			+	+			+	+	+	+	+
СК 3	+					+	+	+			+	+	+					+	+	+	+	+	+	+	+	+	
СК 4			+				+									+	+	+				+					
СК 5	+						+		+					+						+					+	+	+
СК 6		+							+		+	+	+	+						+							+
СК 7	+					+					+		+					+		+					+	+	+
СК 8												+			+						+						+
СК 9				+		+					+	+	+												+		+
СК 10				+						+						+			+			+	+	+			
СК 11			+			+		+	+		+		+	+		+	+				+						+
СК 12	+	+	+					+	+			+	+	+							+		+				+
СК 13			+		+			+	+	+		+	+	+							+		+				+



