

3. Educational Program

3.1. Educational Program is specialty «Commodity science and organization of foreign trade» in specialty D7 «Trade»

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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
Academic degree and qualification title in the original	Academic degree Master's degree specialty «Trade»
Field of Study	Business, Administration and Law
Specialty	D7 Trade
Educational Program Title	Commodity science and organization of foreign trade
Restrictions on forms of study	No restrictions
Compliance with the standard of higher education of the Ministry of Education and Science of Ukraine	Complies with the higher education standards of the Ministry of Education and Science of Ukraine (Order No. 962 of 05.07.2024)
Qualification Title (Degree), program credits and duration	Diploma type – individual. 90 ECTS credits, Training Schedule - 1, 4.
Accreditation	Sertificate of accreditation ND 11017643 the period of validity until 01.07.2026. Ministry of Education and Science of Ukraine, Ukraine
Cycle/Level	EQF of Ukraine – 7 level, FQ-EHEA- second cycle, EQF-LLL- 7 level
Academic Background	Existance of Bachelor's Degree.
Language of instruction	Ukrainian
Program duration	until the new edition of the educational and professional program is approved
Educational Program Link	https://knute.edu.ua/
2 – Educational program aim	
Training of highly qualified specialists in expertise and organization of foreign trade, capable of making scientific and practical decisions and innovative activities.	

3 – Educational program general information

Subject area

Object of study: the activities of business entities, entrepreneurial and commercial structures for the production and circulation of goods and services, which are carried out to ensure their effective management and development.

Learning objectives: training of specialists capable of solving complex tasks and problems in the field of entrepreneurship and trade or in the process of education that involves research and/or innovation under uncertain conditions and requirements.

Theoretical content of the subject area: scientific theories, provisions, concepts, principles of entrepreneurship and trade and the methodology of their use for the effective management and development of business and trade structures.

Methods, techniques and technologies: a system of innovative methods, professional techniques and management technologies, modern digital technologies.

Tools and equipment: information and communication systems, devices and equipment (computer hardware, specialized software).

Educational program orientation

Educational and professional, applied, research.

Educational program and specialization goals and objectives

Special education in the field of study D “Business, Administration and Law” in the specialty D7 “Trade” with in-depth study of theoretical and methodological commodity research principles for solving problems and making innovative decisions in trade and foreign economic activity; formation of knowledge and skills for expert research, evaluation and management of the competitiveness of goods in the field of international trade.

Keywords: trade, commodity research, foreign economic activity, foreign trade expertise.

Program features

The program provides in-depth theoretical and specialized practical training, and is carried out in an active research environment.

The program requires special practical training in business and trade structures engaged in foreign economic activity. Provides opportunities for the implementation of the academic mobility program for participants in the educational process.

4 – Career opportunities and further learning

Career opportunities

Types and titles to work to which holder of master’s degree is trained according to National classifier of Ukraine SC 003:2010:

1221.2 Head of the department;

1224 Head of a retailer's company;

1224 Head of the trade and economic mission;

1229.1 Chief Inspector ;

1229.1 Chief State Inspector ;

1229.1 Deputy Director of the Department - Head of the Department;

1229.1 Deputy head of the department (independent) - head of the department;

1229.1 Head of the department (as part of the management);

1229.1 Head of Department (central government) ;

1229.1 Head of the Department ;

1229.3 Head of Service;

1229.7 Chief Expert;

1235 Head of External Cooperation Department;

1237.1 Chief commodity expert;

1238 Head of the institution (structural unit) for standardization, certification and quality;

1314 Director (head) of a small trading company;

1317 Managing an agency (insurance, trade, real estate, advertising, etc.);

1451 Manager in the vehicle trade;

1452 Manager in whole sale trade;

1453 Manager in retail trade of household and non-food products;

1454 Manager in the retail trade of food products;

1475.4 Manager of foreign economic activity;

1475.4 Supply manager;

1475.4 Sales manager;

1493 Manager of quality systems;

2310.2 Assistant

2419.2 Expert in foreign economic affairs;

2419.2 Consultant on foreign economic issues;
2419.2 Specialist-analyst in commodity market research;
2419.3 State expert;
2429 Expert;
2429 Court expert;
2433.1 Junior Researcher (Information Analytics);
2433.1 Researcher (information analytics);
2433.1 Researcher-consultant (information analytics).
Further learning
Graduates of Master’s degree have the right to continue training on the third (educational and scientific) degree of Higher education.
5 – Training and assessment
<i>Teaching and learning</i>
A balanced combination of classroom learning (lectures, discussions, practical classes, independent work with information sources, and teacher consultations), distance learning, and independent work based on problem-based, interactive, self-study, and hands-on learning.
<i>Assessment</i>
The assessment is carried out in accordance with the “Regulations on Assessment of Undergraduate and Postgraduate Students at the State University of Trade and Economics”, “Regulations on the Organization of the Educational Process of Students” and includes the following control measures: current and final examinations, and certification. Current control is carried out during practical/laboratory classes and based on the results of independent work. It involves the assessment of students' theoretical training and acquired practical skills in the course of performing laboratory/practical work. Final control - control measures that provide for the establishment of compliance (measurement, evaluation) of the learning outcomes obtained by a person with the requirements of the educational program in terms of the relevant educational component, which is carried out at the university in the form of an examination. Students' learning outcomes at SUTE are assessed on a 100-point scale, where: 60-100 points - learning outcomes that give students the right to receive ECTS credits; 0-59 points - unsatisfactory learning outcomes that do not give students the right to receive ECTS credits.
6 – Program competences
<i>Integral competence</i>

The ability to solve complex tasks and problems in the field of marketing in professional activities or in the process of study, which involves research and/or innovation and is characterized by uncertainty of conditions and requirements.	
<i>General competence (GC)</i>	
GC 1	The ability to adapt and act in a new situation.
GC 2	Ability to identify, formulate and solve problems.
GC 3	Ability to motivate people and move towards a common goal.
GC 4	Ability to communicate with representatives of others professional groups of different levels (with experts from other fields of knowledge/ types of economic activity).
GC 5	Determination and perseverance in terms of tasks and responsibilities.
GC 6	Ability to assess and ensure the quality of work performed.
<i>Professional competence (PC)</i>	
PC 1	Ability to develop and implement a strategy for the development of business and trade structures.
PC 2	Ability to evaluate products, goods and services in business and trade activities
PC 3	Ability to effectively manage the activities of business entities in the field of entrepreneurship and trade.
PC 4	Ability to solve problematic issues and make managerial decisions in professional activities.
PC 5	Ability to initiate and implement innovative projects in business and trade activities.
<i>PC 6</i>	<i>Ability to develop and implement quality management systems in the activities of enterprises in accordance with the requirements of international standards.</i>
<i>PC 7</i>	<i>Ability to identify, examine goods and carry out customs procedures.</i>
<i>PC 8</i>	<i>Ability to assess the effectiveness and risks of foreign economic activity.</i>
7 – Program learning outcomes (PLO)	
PLO 1	Adapt and show initiative and independence in situations that arise in professional activities.
PLO 2	Identify and analyze business and trade problems and develop measures to address them.
PLO 3	Develop measures of material and moral incentives and apply other tools to motivate staff and partners to achieve the goal.
PLO 4	Apply business communications to support interaction with representatives of different professional groups.
PLO 5	To perform tasks in the field of business and trade in a professional manner, in full and with creative self-realization.

PLO 6	Develop and implement measures to ensure the quality of work performed and determine their effectiveness.
PLO 7	Determine and implement strategic plans for the development of business entities in the field of entrepreneurship and trade.
PLO 8	Evaluate products, goods, services, as well as processes occurring in business and trade structures, and draw appropriate conclusions for making management decisions.
PLO 9	Develop and make decisions aimed at ensuring the efficiency of business entities in the field of business and trading activities.
PLO 10	Solve problematic issues that arise in the activities of business and trade structures under conditions of uncertainty and risks.
PLO 11	Implement innovative projects to create conditions for the effective functioning and development of business and trade structures.
<i>PLO 12</i>	<i>Be able to carry out activities for the development and implementation of quality management systems at enterprises in accordance with the requirements of international standards.</i>
<i>PLO 13</i>	<i>Be able to conduct an examination of goods in international trade and carry out customs procedures in compliance with the law</i>
<i>PLO 14</i>	<i>Evaluate the effectiveness of foreign trade operations and identify risks in foreign economic activity</i>
8 - Resource support for program implementation	
<i>Academic staff</i>	
<p>All academic staff providing the educational and professional program have professional knowledge and skills in the field of entrepreneurship and trade, qualifications corresponding to the profile and direction of the disciplines taught, have the necessary teaching experience and practical work experience.</p> <p>The educational process involves professionals with experience in research, management, innovation, creative and professional work, as well as foreign lecturers. The participation of foreign specialists and practitioners in teaching the disciplines of the professional training cycle is possible.</p> <p>All research and teaching staff undergo an internship / advanced training every five years.</p>	
<i>Facilities</i>	

The basis of the material and technical support is made up of classrooms, computer labs, laboratories and special rooms with modern software resources that ensure high-quality training of masters in the educational program "Commodity Science and Organization of Foreign Trade" throughout the entire training cycle.

The material and technical base fully complies with the licensing requirements for educational activities. For the convenience of higher education students, a corporate distance learning system and an automated educational process management system "MIA: Education". The university has modern computer classrooms with specialized software, an Educational and Research Center for Business Simulation and a Smart Library. All conditions are created for the education of people with disabilities. SUTE's existing social and amenity infrastructure.

Informational, teaching and learning materials

For each educational program at the university, an ECTS Information Package is developed. Each student can view his or her own individual plan through the personal account of the MIA: Education can review and create their own individual plan, view the curriculum, points obtained in disciplines, class schedule, and communicate with participants in the educational process.

Programs, work programs, syllabi and assessment criteria for educational components are posted on the corporate e-learning platform.

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

For the convenience of higher education students, the university has developed a Catalog of Academic Disciplines, according to which students have the right to choose elective educational components.

9 – Academic mobility

National credit mobility

National credit mobility is carried out within the framework of memorandums of cooperation between SUTE and other higher education institutions (research institutions) of Ukraine in accordance with the law.

International credit mobility

Within the framework of the EU Erasmus+ program, on the basis of bilateral agreements on international academic mobility between SUTE and higher education institutions of partner countries; by concluding agreements on double degree programs, long-term international projects that provide for student training, issuance of a double degree, etc.

Training of foreign students

Is carried out in accordance with the requirements of the current legislation

3.2. List of educational program components and their logical order

3.2.1. List of educational program components

№	Educational Program components (academic disciplines, course projects (works), internships, qualification examination, qualification work)	Total credits
CC (compulsory component)		
CC 1	Organization of foreign trade operations	6
CC 2	Identification and determination methods of goods falsification	6
CC 3	Customs procedures	6
CC 4	Expertise in international trade	7,5
CC 5	Quality management	7,5
CC 6	Risk management in foreign economic activity	6
CC 7	International trade law	6
CC 8	Practical training	9
CC 9	Preparation and defense of qualification work	12
Total credits for compulsory components		66
OB (optional block of courses)		
OB1	Big Data analytics	6
OB 2	Expertise of jewelry and antiques	6
OB 3	Expertise of fuels and lubricants and vehicles	6
OB 4	Customs logistics	6
OB 5	International technical regulation	6
OB 6	Managing the international competitiveness of an enterprise	6
Total credits for compulsory components		24
TOTAL		90

The final assessment for all educational program components is exam.

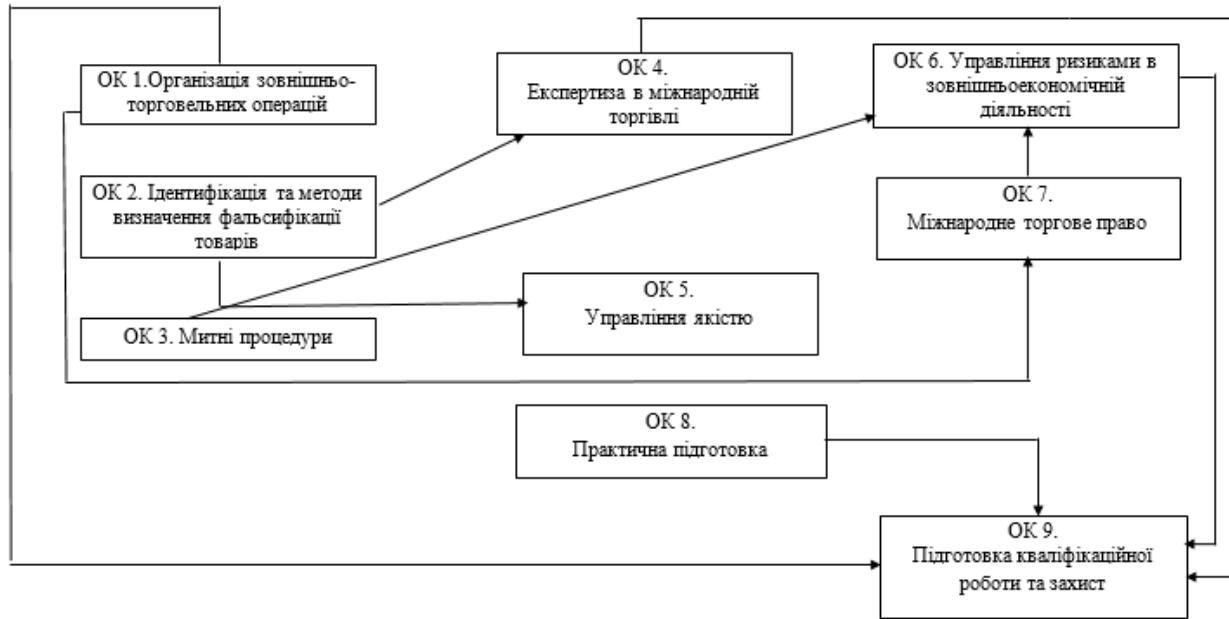
Applicants for higher education choose elective disciplines (optional) through the personal account of the portal "MIA: Education" portal. The description of academic disciplines and their prerequisites are presented in the SUTE Catalog of Academic Disciplines.

2.2. Структурно-логічна схема ОПШ

I курс
1 семестр

I курс
2 семестр

II курс
3 семестр



3.3. Final assessment

The certification is carried out in the form of a public defense of the qualification work.

The qualification work must provide for the solution of a complex specialized task or problem in the field of modern marketing, which involves research and/or innovation and is characterized by uncertainty of conditions and requirements.

The qualification work must not contain academic plagiarism, including incorrect textual borrowings, fabrication and falsification.

The qualification work must be published in the SUTE repository.

4. Program Competences and EP Components Matrix

Компоненти Компетентності	OK 1	OK 2	OK 3	OK 4	OK 5	OK 6	OK 7	OK 8	OK 9
ЗК 1						+	+	+	+
ЗК 2		+	+	+	+	+	+		+
ЗК 3					+		+		
ЗК 4	+		+	+			+	+	
ЗК 5					+	+		+	+
ЗК 6		+	+	+	+				+
СК 1	+				+	+	+		
СК 2		+		+	+			+	+
СК 3	+					+	+		+
СК 4			+	+	+	+	+	+	+
СК 5	+								+
СК 6					+				
СК 7		+	+	+				+	+
СК 8	+					+		+	+

5. Matrix of the ensuring program learning outcomes with the relevant compulsory components of the educational and professional program

Компоненти Програмні результати навчання	ОК 1	ОК 2	ОК 3	ОК 4	ОК 5	ОК 6	ОК 7	ОК 8	ОК 9
	1						+	+	+
2		+	+	+	+	+	+		+
3					+		+		
4	+		+	+			+	+	
5					+	+		+	+
6		+			+			+	+
7	+				+	+			
8		+		+	+			+	+
9	+					+	+		+
10			+	+	+	+	+	+	+
11	+								+
12				+	+				
13		+	+					+	+
14	+		+			+		+	+