

3. Educational Program

3.1. Educational Program is specialty 076 «Entrepreneurship, Trade and Exchange Activity» (in specialty «Customs Affairs»

Head of Project Group (Guarantee of Educational Program) N.V. Kaluha, Candidate of Chemical Science, Associate Professor

| 1 - General information | |
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| Full name of IHE and structural unit | Kyiv National University of Trade and Economics, Faculty of Trade and Marketing Department Commodity Science and Customs Affairs |
| Academic degree and qualification title in the original | Academic degree Bachelor's degree «Entrepreneurship, Trade and Exchange Activity» specialty «Customs Affairs» |
| Educational Program Title | «Customs Affairs» |
| Qualification Title (Degree), program credits and duration | Bachelor's Diploma, Diploma type – individual. 240 ECTS credits, Training Schedule – 3 years and 10 months |
| Accreditation | Ministry of Education and Science of Ukraine, Ukraine Certificate of accreditation ND № 1196398 from 21.11.2017. For the period of validity until 01.07.2024. |
| Cycle/Level | EQF of Ukraine – 6 level, FQ-EHEA- first cycle, EQF-LLL- 6 level |
| Academic Background | Existence of Secondary Education. |
| Language(s) of instruction | Ukrainian |
| Program duration | 07.2024 |
| Educational Program Link | https://knute.edu.ua |
| 2 Educational program aim | |
| Forming of specialists' general and professional competences who are able to decide the difficult specialized tasks and practical problems of the enterprise, trade and custom business. | |
| 3 Educational program general information | |
| Subject area (Field of study, speciality, and specialization) | Field of study 07 «Management and administration» Specialty 076 «Entrepreneurship, trade and exchange activities», Specialization «Customs Affairs» |
| Educational program orientation | Academic, training, applied program. The program is oriented to the training of specialists able to use knowledge and abilities for the tasks and decision making of entrepreneurship, trade and custom affairs. |
| Educational program and specialization goals and objectives | Higher education in the Field of study 07 «Management and administration» Specialty 076 «Entrepreneurship, trade and exchange activities», The accent of obtaining knowledge and abilities from the commodity expert estimation, forming of range of commodities, realization of custom control and custom registration, application of events of the tariff and non-tariff regulation, regulation control of customs valuation and totality of extra charge of customs payments, classification and commodity coding during the realization of entrepreneurial activity and customs affairs. Key words: merchandising, entrepreneurship, trade, customs affairs. |
| Specific requirements | The study of customs control and custom registration, quality descriptions of commodities, application of information technologies |

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| | during the realization of customs affairs, offering of customs intermediary services. Program is realised by Ukrainian and English languages of training. |
| 4 Career opportunities and further learning | |
| Career opportunities | Positions that graduate of Bachelor's degree able to have (according to National classification of Ukraine "Occupational Classification SC 003:2010»): 3119 Specialist in technical audit 3139 Фахівець з авто technical audit 3411 Stock broker 3417 Appraiser 3419 Expert on merchandise 3419 Commodity expert 3422 Specialist in cargo customs processing 3441 Customs controller 3436.1 Assistant manager of the enterprise (establishment, organisation) 3436.2 Assistant manager of production department 3436.2 Assistant manager of other main department 3436.3 Assistant manager of small enterprise without executive apparatus |
| Further learning | Ability to get Master's Degree (the second level of Higher Education) |
| 5 Training and assessment | |
| Teaching and learning | Professional methodology and technology, applying of which permits to decide practical tasks of customs affairs, self-education, problem-based education, practical training in customs. |
| Assessment | Process control, written exams, practical training, course works defense, computer tests, oral and written testing, final exam. Assessment is protected under the "Act about the assessment of training results of KNUTE students and postgraduate students" and "Act about the organisation of students' educational process". |
| 6 - Program competences | |
| Integral competence | Ability to resolve complex tasks and problems in the sphere of management and practical problems in the business of trade and exchange activities' of the enterprises or in the process of learning that envisage the research and/ or actualization of innovation and is characterised by uncertainty of conditions and requirements. |
| General competence (GC) | GC 1. Abstract ability to analysis and synthesis. GC 2. Ability to apply gained knowledge in practical situations. GC 3. Ability to communicate state language in oral and written forms. GC 4. Ability to speak foreign languages. GC 5. Skills of using the information and communication technologies. GC 6. Ability to search, process and analyse the information from different courses. GC 7. Ability to work in a team. GC8. Ability to show initiative and entrepreneurial spirit. GC 9. Driving to maintenance of environment. GC 10. Ability to function responsibly and wilfully. GC 11. Ability to realise one's rights and duties as a member of society, make aware of civic (free democratic) society value and the necessity of its sustained development, supremacy of law, the rights and liberties of |

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| | <p>an individual and a citizen of Ukraine.</p> <p>GC 12. Ability to safe and multiply moral, cultural, scientific values and achievements of society on the base of history interpretation and law of development and subject area, its place in general system of knowledge about nature and society and in the society development, methods and technology, to sue different kinds and forms of physical activity for active outdoor activity and healthy life.</p> |
| Professional competence (PC) | <p>PC 1. Critical re-evaluation of theoretical concepts of entrepreneurial, trade and stock exchange activity.</p> <p>PC 2. Ability to choose and use appropriate methods, instruments for making decision to creation, functioning of entrepreneurial, trade and stock exchange activity.</p> <p>PC 3. Ability to conduct business in interaction with economic agents.</p> <p>PC 4. Ability to apply innovative methods in activities of entrepreneurial, trade and stock exchange structures.</p> <p>PC 5. Ability to define and estimate the characteristics of commodities and services in entrepreneurial, trade and stock exchange activity.</p> <p>PC 6. Ability to conduct business with compliance the requirements of legal documents in the sphere of entrepreneurial, trade and stock exchange activity.</p> <p>PC 7. Ability to define and conduct professional tasks with organisation of the activity of entrepreneurial, trade and stock exchange structures.</p> <p>PC 8. Ability to apply the basis of accounting and taxation of entrepreneurial, trade and stock exchange activity.</p> <p>PC 9. Ability to organise international economic activity of entrepreneurial, trade and stock exchange activity.</p> <p>PC 10. Ability to business-planning, estimation of market conditions and the results of the activity in the sphere of entrepreneurial, trade and stock exchange activity in terms of risks.</p> <p>PC 11. Ability to carry customs control and customs clearing of commodities.</p> <p>PC 12. Ability to ensure control of compliance of events of Tariff and Non-Tariff regulation of international economic activity.</p> <p>PC 13. Ability to carry customs and agency business.</p> |
| 7 Program learning outcomes (PLO) | |
| | <ol style="list-style-type: none"> 1. To use deep knowledge of entrepreneurial, trade and stock exchange activity and critical thinking, analysis and synthesis in professional purposes. 2. To apply acquirements for searching, definition and resolution of tasks according to different situations of entrepreneurial, trade and stock exchange activity. 3. Have the skills in oral and written professional communication state and foreign languages. 4. To use modern computer and telecommunication technologies of exchange and distribution of professional specific information of entrepreneurial, trade and stock exchange activity. 5. To organise the search, individual selection, qualitative data processing from different sources for forming banks' data in the sphere of entrepreneurial, trade and stock exchange activity. 6. To able to work in a team, have skills of interpersonal interaction, which allow achieving professional purposes. 7. Demonstrate initiative in different directions of professional activity |

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| | <p>and admit responsibilities for results.</p> <p>8. To apply knowledge and skills for initiating and realization of events in the sphere of environment maintaining and realization of safety activity of entrepreneurial, trade and stock exchange activity.</p> <p>9. To know the requirements to the activity in speciality, predetermined by the necessity of providing the stable development of Ukraine, its tightening up as democratic, civil and governmental country.</p> <p>10. Demonstrate the ability to act socially responsible on the basis of ethical, cultural scientific value and achievements of the society.</p> <p>11. Demonstrate the basic and structural knowledge in the sphere of entrepreneurial, trade and stock exchange activity for its further using in practice.</p> <p>12. To know methods and instruments for verification of managerial decisions to the creation and functioning of entrepreneurial, trade and stock exchange activity.</p> <p>13. To use the knowledge of forms of subjects' interaction of market relations for providing the activity of entrepreneurial, trade and stock exchange structures.</p> <p>14. To have ability to use innovative approaches in entrepreneurial, trade and stock exchange structures.</p> <p>15. To estimate the characteristics of commodities and services in entrepreneurial, trade and stock exchange structures using modern methods.</p> <p>16. To know legislative environment of entrepreneurial, trade and stock exchange structures and apply it in practice.</p> <p>17. Be able to resolve professional tasks in organising the activity of entrepreneurial, trade and stock exchange and solve the problems in a crisis environment in terms of internal and external influences.</p> <p>18. To know the fundamentals of accounting and taxation in entrepreneurial, trade and stock exchange activity.</p> <p>19. To apply knowledge and skills for providing effective organisation of international economic activity of entrepreneurial, trade and stock exchange structures with relation to market conditions and current rules.</p> <p>20. To know the fundamentals of business planning, market conditions estimation and the results of the activity of entrepreneurial, trade and stock exchange structures with the terms of risks.</p> <p>21. Be able to supervise the customs registration of commodities with information technologies application.</p> <p>22. Be able to make arrangements for official controlling, ensure the control for keeping the veto and limits, tariff regulation of international economic activity.</p> <p>23. Be able to give customs-intermediary services with declare commodities, functioning of customs storage warehouse, duty-free shops.</p> |
| 8 Resource support for program implementation | |
| Academic staff | Professionals who realise the training of Bachelors' degree students in Educational program must have Scientific Diploma Degree in Specialty of Customs Affairs. |
| Facilities забезпечення | Specific features of equipment and material procurement provide the usage of laboratories of KNUTE manufacturing complex, specialized laboratories with computer software. |

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| Informational, teaching and learning materials | Scientific and specialized researches information, curricular and monographic literature, course-books, IT technologies and platforms and other. |
| 9 Academic mobility | |
| National credit mobility | National credit mobility is carried out according to concluded agreements about academic mobility. |
| International credit mobility | International credit mobility is realised as a result of conclusion of agreements about international academic mobility (Erasmus+), about double certification, about longtime international projects that provide training of foreign students and receiving dual degree and so on |
| Training of foreign students | Requirements and particularities of education program in the case of foreign citizens' training are Ukrainian language knowledge on the level no less than B1. |

2. List of educational program components and their logical order

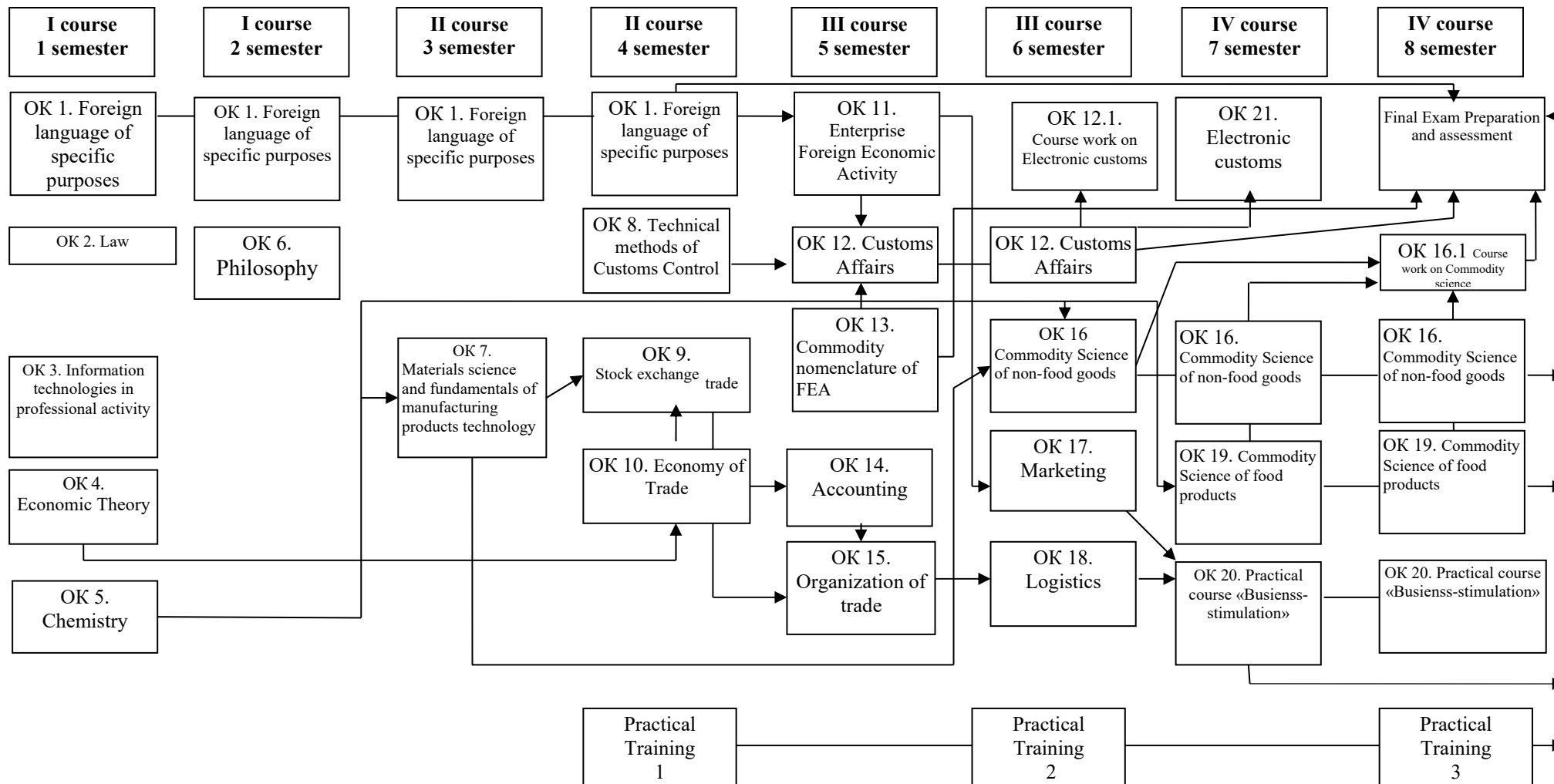
2.1. List of educational program components

| № | Educational Program components | Total credits |
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| 1 | 2 | 3 |
| Educational Program components | | |
| OK 1. | Foreign language for specific purposes | 21 |
| OK 2. | Law | 6 |
| OK 3. | Information technologies in professional activity | 6 |
| OK 4. | Economic theory | 6 |
| OK 5. | Chemistry | 6 |
| OK 6. | Philosophy | 6 |
| OK 7. | Materials science and fundamentals of manufacturing products technology | 6 |
| OK 8. | Technical methods of Customs Control | 4,5 |
| OK 9. | Stock exchange trade | 6 |
| OK 10. | Economy of Trade | 6 |
| OK 11. | Enterprise Foreign Economic Activity | 6 |
| OK 12. | Customs Affairs | 12 |
| OK 12.1 | Course work on Customs Affairs | |
| OK 13. | The commodity nomenclature of foreign economic activity | 6 |
| OK 14. | Accounting | 6 |
| OK 15. | Organization of trade | 6 |
| OK 16. | Commodity Science of non-food goods | 15 |
| OK 16.1 | Course work on Commodity science | |
| OK 17. | Marketing | 6 |
| OK 18. | Logistics | 6 |
| OK 19. | Commodity Science of food products | 12 |
| OK 20. | Practical course "Business-simulation» | 9 |
| OK 21. | Electronic customs | 6 |
| Total Credits of Educational Program components | | 163,5 |
| Total credits for compulsory components: | | |
| BK 1. | Life safety | 6 |
| BK 2. | Higher and applied mathematics | 6 |
| BK 3. | Economic Law | 6 |
| BK 4. | Diplomatic and business etiquette | 6 |

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| BK 5. | Aesthetics | 6 |
| BK 6. | Business Ethics | 6 |
| BK 7. | History of Ukraine | 6 |
| BK 8. | Ukrainian culture history | 6 |
| BK 9. | Categorical management | 6 |
| BK 10. | Cultural heritage in Ukraine | 6 |
| BK 11. | Logic | 6 |
| BK 12. | Management | 6 |
| BK 13. | Customs-intermediary services | 6 |
| BK 14. | National interests in the world geopolitics and geo-economics | 6 |
| BK 15. | Elocution | 6 |
| BK 16. | Conformity assessment | 6 |
| BK 17. | Entrepreneurial Law | 6 |
| BK 18. | Political Science | 6 |
| BK 19. | Psychology | 6 |
| BK 20. | Religious studies | 6 |
| BK 21. | World Culture | 6 |
| BK 22. | Sensory analysis | 6 |
| BK 23. | Social leadership | 6 |
| BK 24. | Sociology | 6 |
| BK 25. | Statistics | 6 |
| BK 26. | Theoretical Foundations of commodity science | 6 |
| BK 27. | Commodity science. Antiques | 6 |
| BK 28. | Commodity science (flowers) | 6 |
| BK 29. | Commodity science (Cultural Values) | 6 |
| BK 30. | Commodity science. Packing materials and containers | 6 |
| BK 31. | Commodity science. Combustible and lubricating materials | 6 |
| BK 32. | Commodity science. Means of transport | 6 |
| BK 33. | Commodity science. Civil weapon | 6 |
| BK 34. | The Ukrainian language for specific purposes | 6 |
| BK 35. | Human Resources Management (HR-management) | 6 |
| BK 36. | Physical methods of research | 6 |
| Total credits for compulsory components: | | 60,0 |
| Practical Training | | |
| Practical training 1 | | 4,5 |
| Practical training 2 | | 3 |
| Practical training 3 | | 6 |
| Total | | 13,5 |
| Assessment | | |
| Final exam preparation and defense | | 3 |
| TOTAL | | 240,0 |

* The final assessment for all educational program components is exam.

2.2. Structural and logical scheme of Educational Program



5.2. Program Competences and EP Components Matrix

| Components Knowledge results | BK1 | BK2 | BK3 | BK4 | BK5 | BK6 | BK7 | BK8 | BK9 | BK10 | BK11 | BK12 | BK13 | BK14 | BK15 | BK16 | BK 17 | BK18 | BK19 | BK20 | BK21 | BK22 | BK 23 | BK24 | BK25 | BK 26 | BK 27 | BK28 | BK29 | BK30 | BK31 | BK32 | BK33 | BK34 | BK35 | BK36 | | |
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| 14 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | + | | | | | | | |
| 15 | + | | | | | | | | | | | | | | | + | | | | | | + | | | | + | + | + | + | + | + | + | + | + | + | | + | |
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