

1. THE EDUCATIONAL PROGRAMME PROFILE

1 – GENERAL INFORMATION	
Full name of a HEI and a structural unit	State University of Trade and Economics Faculty of International Trade and Law Department of International Business
Higher Education Level and qualification name in the original language	Second (Master's) Cycle Qualification – Master's Degree in Management
Field of Knowledge	D Business, Administration and Law
Subject Area	D3 Management
Educational programme official name	International Business Administration
Restrictions on Modes of Study	There are no restrictions
Compliance with the Higher Education Standard of the Ministry of Education and Science of Ukraine	Complies with the Higher Education Standard of the Ministry of Education and Science of Ukraine (Order No. 959 dated 10 June, 2018)
Diploma type and the Educational programme scope	Master's Degree Diploma, single, 90 ECTS credits, training period - 1 year 4 months
Accreditation Availability	Ministry of Education and Science of Ukraine, Ukraine, 2012
Higher Education Cycle/Level	National Qualification Frameworks of Ukraine – level 7, FQ-EHEA – the second cycle, EQF-LLL –level 7
Prerequisites for Admission to the Educational Programme	Educational degree of Bachelor (Level 6 of the NQF) or higher.
Language(s) of training	Ukrainian, English.

Programme validity period	Until the approval of the new edition of the educational programme
Internet address for permanent placement of the Educational programme description	https://knute.edu.ua/
2 – THE PURPOSE OF THE EDUCATIONAL PROGRAMME	
<p>This programme aims to train highly qualified top managers in the field of international business. Graduates will be capable of effectively managing international business processes by:</p> <ul style="list-style-type: none"> • Applying modern administration tools. • Making strategic management decisions regarding international business processes. • Adapting business practices to international standards and regulations. • Implementing principles of corporate social responsibility in a global context, thereby contributing to the sustainable development of enterprises in international markets. 	
3 – EDUCATIONAL PROGRAMME CHARACTERISTICS	
Subject Area	<p>- Object of study and activity: management of organizations and their subdivisions/departments.</p> <p>- Learning objectives: Training specialists capable of solving practical problems and complex specialized tasks characterized by complexity and uncertainty of conditions in the management of organizations and their subdivisions.</p> <p>- Theoretical content of the subject area: paradigms, laws, regularities, principles, and historical prerequisites of management development; concepts of systemic, situational, adaptive, anticipatory, anti-crisis, innovative, project management, etc.; functions, methods, technologies, and management decisions in management.</p> <p>- Methods, techniques and technologies: General scientific and specific research methods (e.g. calculation-analytical, economic-statistical, economic-mathematical, expert assessment, factual, sociological, documentary, balance sheet methods); methods for implementing management functions (e.g., marketing research methods; economic diagnostics methods; forecasting and planning methods; methods for designing organizational management structures; motivation methods; controlling methods; methods for evaluating social, organizational, and economic effectiveness in management); management methods (e.g., administrative, economic, socio-psychological, technological); technologies for substantiating management decisions (e.g., economic analysis, simulation modeling, decision tree).</p> <p>- Tools and equipment: modern information and communication equipment, information systems, and software products used in management.</p>
Educational Programme Orientation	<p>Educational and professional, applied, research.</p> <p>This Master's level programme focuses on an in-depth study of modern methods for forming effective management systems within the context of international business. It emphasizes the organizational and legal forms of conducting entrepreneurial activities across various jurisdictions.</p>

	<p>The programme involves comprehensive analytical and research work, along with the monitoring of international business processes. This is achieved through the application of advanced scientific and methodological approaches, and by ensuring the rational use of organizational resources at a global level. It takes into account international standards and utilizes innovative information technologies to solve management tasks.</p> <p>Graduates of the programme will gain competencies in:</p> <ul style="list-style-type: none"> • Substantiating organizational development strategies, considering global trends, intercultural characteristics, and competitive factors. • Assessing business performance effectiveness based on international environmental determinants, applying indicators
The Main Focus of the Educational Programme	<p>This programme aims to provide education in international business administration, with a focus on in-depth study of international business operations and achieving a high level of foreign language proficiency.</p> <p>Keywords: administration, international business, controlled foreign company, international activity, international business entity, international operation, international business processes, risk management, project management.</p>
Educational Programme Features	<p>Interdisciplinary and multidisciplinary training of specialists for effective international business administration within the context of a dynamically changing global environment.</p> <p>Special attention is given to developing competencies in creating and managing entrepreneurial structures abroad, considering local legal, socio-cultural, and economic conditions. The programme also focuses on mastering innovative business technologies and tools adapted to the specifics of the international environment. It includes an in-depth study of two foreign languages for effective cross-cultural communication and conducting international business.</p>
4 – EMPLOYABILITY AND FURTHER EDUCATION OPPORTUNITIES FOR GRADUATES	
Employability	<p>Graduates are qualified for positions in accordance with the National Classifier of Professions of Ukraine "Classifier of Professions DK 003:2010". These roles are typically found in controlled foreign companies, enterprises engaged in foreign economic activity, international companies, and international financial, economic, and governmental organizations.</p> <p>Here's a breakdown of the specific roles:</p> <ul style="list-style-type: none"> • 1210 Heads of enterprises, institutions, and organizations • 1222 Heads of production units in industry • 1224 Heads of production units in wholesale and retail trade • 1227 Heads of production units in commercial services • 1229 Heads of other main units • 123 Heads of functional units • 1312 Heads of small enterprises without administrative staff in industry

	<ul style="list-style-type: none"> • 1314 Heads of small enterprises without administrative staff in wholesale and retail trade • 1317 Heads of small enterprises without administrative staff in commercial services • 1452 Managers in wholesale trade and trade intermediation • 1453 Manager in retail trade of household and non-household goods • 1454 Manager in retail trade of food products • 1475.4 Managers for commercial activities and management • 1475.4 Manager for administrative activities • 149 Managers in other types of economic activity • 1496 Manager for social and corporate responsibility
Further Education Opportunities	Further education at the third (educational-scientific) level of higher education – Doctor of Philosophy (PhD). Acquiring additional qualifications within the postgraduate education system.
5 – TEACHING AND ASSESSMENT	
Teaching and learning	A balanced combination of classroom studies (lectures, discussions, seminars, small group workshops, independent work with information sources, and teacher consultations), distance learning, and independent work based on problem-based, interactive learning and self-study.
Assessment	<p>The assessment of students' learning outcomes is carried out in accordance with the Regulations on Assessment of Undergraduate and Postgraduate Students' Learning Outcomes at SUTE and includes the following control measures: current and final examinations, and certification.</p> <p>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 during seminars and acquired practical skills during laboratory/practical work.</p> <p>Final control is a control measure that involves establishing the compliance (measurement, evaluation) of the learning outcomes obtained by a person with the requirements of the Educational programme in terms of the relevant educational component, which is carried out at the university in the form of a credit and an exam.</p> <p>Students' learning outcomes at SUTE are assessed on a 100-point scale, where: 60-100 points – learning outcomes that entitle the student to obtain ECTS credits; 0-59 points – unsatisfactory learning outcomes that do not entitle the student to obtain ECTS credits.</p>
6 - PROGRAMME COMPETENCES	
Integral competence	Ability to solve complex problems and issues in the field of management or during the learning process, which involve conducting research and/or implementing innovations under conditions of uncertainty in circumstances and requirements.
General competences (GC)	<p>GC1: Ability to conduct research at the appropriate level.</p> <p>GC2: Ability to communicate with representatives of other professional groups at various levels (with experts from other fields of knowledge/economic activities).</p> <p>GC3: Skills in using information and communication technologies.</p> <p>GC4: Ability to motivate people and move towards a common goal.</p>

	<p>GC5: Ability to act based on ethical considerations (motives).</p> <p>GC6: Ability to generate new ideas (creativity).</p> <p>GC7: Ability for abstract thinking, analysis, and synthesis.</p> <p>GC8: Ability for personal and professional development, aspiration for self-realization.</p> <p>GC9: Ability to take responsibility for decisions made and their implementation in the field of international business, considering the economic, legal, social, and cultural specifics of the global environment.</p>
<p><i>Special (professional, , subject-specific) competences (SC)</i></p>	<p>SC1: Ability to select and use management concepts, methods, and tools, including those aligned with defined goals and international standards.</p> <p>SC2: Ability to establish values, vision, mission, goals, and criteria by which an organization defines further directions for development, and to develop and implement relevant strategies and plans.</p> <p>SC3: Ability for self-development, lifelong learning, and effective self-management.</p> <p>SC4: Ability to effectively utilize and develop an organization's resources.</p> <p>SC5: Ability to create and organize effective communications in the management process.</p> <p>SC6: Ability to form leadership qualities and demonstrate them in the process of managing people.</p> <p>SC7: Ability to develop and manage projects, and to demonstrate initiative and entrepreneurship.</p> <p>SC8: Ability to use psychological technologies for working with personnel.</p> <p>SC9: Ability to analyze and structure organizational problems, make effective management decisions, and ensure their implementation.</p> <p>SC10: Ability to manage an organization and its development.</p> <p><i>SC11:</i> <i>Ability for anti-crisis management of an enterprise – a subject of international business.</i></p> <p><i>SC12:</i> <i>Ability for strategic, tactical, and operational administration of international business processes.</i></p> <p><i>SC13:</i> <i>Ability to assess and manage external and internal risks of an international business entity.</i></p>

	<i>SC14: Ability to manage the international competitiveness of international business in a relevant environment.</i>
7 – PROGRAMME LEARNING OUTCOMES	
1	Critically analyze, select, and utilize the necessary scientific, methodological, and analytical tools for management in unpredictable conditions.
2	Identify problems within an organization and substantiate methods for their resolution.
3	Design effective management systems for organizations.
4	Justify and manage projects, and generate entrepreneurial ideas.
5	Plan organizational activities at strategic and tactical levels.
6	Possess skills in making, justifying, and ensuring the implementation of management decisions in unpredictable conditions, taking into account current legislation, ethical considerations, and social responsibility.
7	Organize and carry out effective communications within a team, with representatives of different professional groups, and in an international context.
8	Apply specialized software and information systems to solve organizational management tasks.
9	Be able to communicate in professional and scientific circles in both the state language and foreign languages.
10	Demonstrate leadership skills and the ability to work in a team, interact with people, and influence their behavior to solve professional tasks.
11	Ensure personal professional development and manage one's own time.
12	Be able to delegate authority and leadership within an organization (or subdivision).
13	Be able to plan and provide information, methodological, material, financial, and human resources for an organization (or subdivision).
14	<i>Positively perceive the need for coordinating relationships with contact audiences in the process of administering international business processes.</i>
15	<i>Manage the formation of sustainable competitive advantages for an international business entity.</i>
16	<i>Be aware of responsibility for the consequences of administering business processes amidst the complexity and uncertainty of the international environment.</i>
17	<i>Assess the international competitiveness of a product, company, cluster, region, or country, considering the key determinants of business process administration.</i>
8 – RESOURCE SUPPORT FOR PROGRAMME IMPLEMENTATION	
Staffing	Fully complies with the licensing requirements for educational activities. The educational and professional programme 'International Business Administration' is implemented by academic staff with scientific degrees and/or academic titles who meet the requirements of the current legislation of Ukraine and have a sufficient level of scientific and professional qualifications. Practitioners, representatives of professional associations and foreign partners are also involved in the educational process. All academic staff undergo training/professional development every five years.
Material and technical support	Fully complies with the Licensing Requirements for Educational Activities. For the convenience of higher education students, there is a corporate distance learning system and an automated educational process management system called 'MIA: Education'. The university has modern computer classrooms with specialised software, a Business Simulation Training and Research Centre and a Smart Library . All conditions for the education of persons with disabilities have been created. SUTE social infrastructure is available.
Information and educational-	For each educational programme at the university, an ECTS Information Package is developed.

methodological support	<p>Every student can view and create their individual study plan, access their curriculum, check grades for disciplines, view the class schedule, and communicate with participants of the educational process through their personal account in the "MIA: Education" automated management system.</p> <p>Programme syllabi, work programmes, discipline syllabi, and assessment criteria for educational components are available on the corporate distance learning platform.</p> <p>The university's electronic repository provides full-text access to DTEU's scientific and educational literature, as well as manuscripts of qualification works and dissertations for academic degrees.</p> <p>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. You can access it here: https://knute.edu.ua/file/MjkwNQ==/2e3d807aa6b9e47d28409b95c34a1b73.pdf.</p>
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) in Ukraine under the law.
International credit mobility	The university has signed cooperation agreements between SUTE and foreign higher education institutions, which provide for partnership exchanges and training of students under international programmes and projects within the Erasmus+ programme.
Foreign higher education students training	It is carried out in accordance with the requirements of the current legislation.

2. LIST OF THE EDUCATIONAL PROGRAMME COMPONENTS AND THEIR LOGICAL SEQUENCE

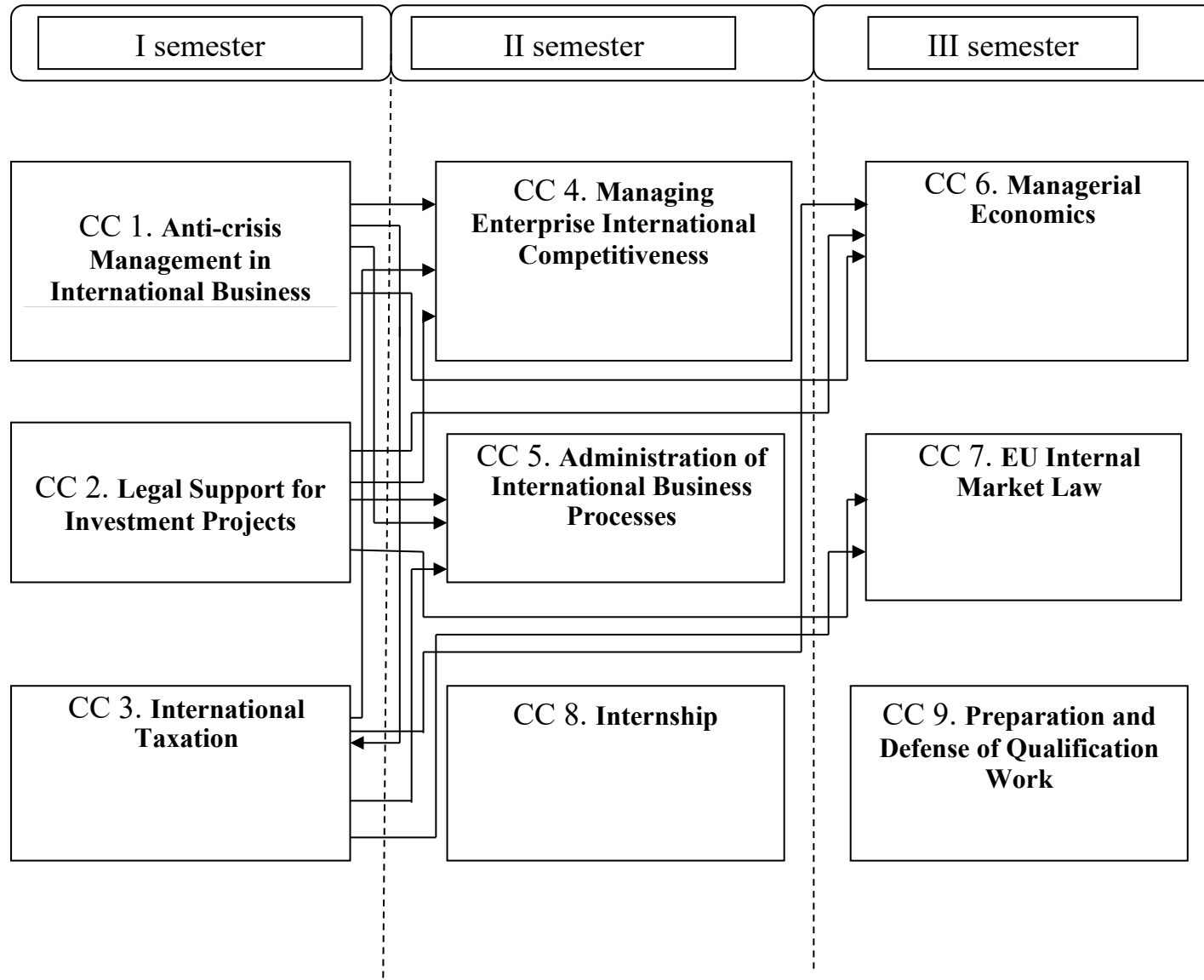
2.1 LIST OF EP COMPONENTS

Code	Educational programme components	The number of credits	Form of control
1	2	3	
EP Compulsory Components			
CC 1.	Anti-crisis Management in International Business	6	Exam
CC 2.	Legal Support for Investment Projects	6	Exam
CC 3.	International Taxation	6	Exam
CC 4.	Managing Enterprise International Competitiveness	6	Exam
CC 5.	Administration of International Business Processes	9	Exam
CC 6.	Managerial Economics	6	Exam
CC 7.	EU Internal Market Law	6	Exam
CC 8.	Internship	6	Credit
CC 9.	Preparation and Defense of Qualification Work	12	Exam

Total Volume of Compulsory Components:		66	
<i>EP Elective Components</i>			
EC1.	Educational Component 1	6	Exam
EC2.	Educational Component 2	6	Exam
EC3.	Educational Component 3	6	Exam
EC4.	Educational Component 4	6	Exam
Total Volume of Elective Components		24	
TOTAL EP VOLUME:		90	

Higher education students choose their elective disciplines through the personal account of the portal "MIA: Education". Descriptions of the disciplines and their prerequisites are available in the SUTE Catalogue of Disciplines

2.2 Structural and logical scheme of EP



3. FORMS OF ATTESTATION OF HIGHER EDUCATION STUDENTS

Attestation is carried out in the form of a public defense of the final qualification (master's) thesis.

The qualification thesis must involve solving a complex task or problem in the field of management, or a problem in the field of management that requires conducting research and/or innovation. It should be characterized by complexity and uncertainty of conditions, with the application of economic theories and methods.

The final qualification thesis must not contain academic plagiarism, falsification, or fabrication.

The final qualification thesis must be published on the official website of the higher education institution or its subdivision, or in the institution's repository.

4. MATRIX OF CORRESPONDENCE BETWEEN PROGRAMME COMPETENCIES AND COMPULSORY COMPONENTS OF THE EDUCATIONAL PROGRAMME

Components / Competencies	CC 1.	CC 2.	CC 3.	CC 4.	CC 5.	CC 6.	CC 7.	OK 8	OK 9
GC1			+		+	+	+	+	
GC2	+	+	+			+			+
GC3		+		+	+				
GC4			+	+				+	
GC5				+				+	
GC6			+	+	+		+		
GC7				+	+	+	+	+	+
GC8			+	+	+			+	
GC9		+	+	+		+			+
SC1			+	+	+	+		+	+
SC2	+		+	+	+	+		+	+
SC3			+					+	+
SC4				+	+	+	+	+	+
SC5	+	+	+	+				+	+
SC6			+					+	+
SC7		+	+	+				+	+
SC8								+	+
SC9	+	+	+	+	+	+	+	+	+
SC10			+	+	+		+	+	+
SC11						+		+	+
SC12		+			+		+	+	+
SC13					+	+		+	+
SC14			+	+			+	+	+

5. MATRIX OF CORRELATION BETWEEN PROGRAMME LEARNING OUTCOMES AND COMPULSORY COMPONENTS OF THE EDUCATIONAL PROGRAMME

Components/ Programme Learning Outcomes	CC 1.	CC 2.	CC 3.	CC 4.	CC 5.	CC 6.	CC 7.	CC 8	CC 9
1	+					+	+	+	+
2	+	+		+	+	+	+	+	+
3	+		+	+			+	+	+
4			+		+			+	+
5			+		+	+	+	+	+
6	+	+		+	+	+	+	+	+
7	+	+	+		+			+	+
8		+				+		+	+
9		+						+	+
10			+	+	+	+		+	+
11			+	+				+	+
12			+	+	+		+	+	+
13					+	+		+	+
14					+			+	+
15			+	+	+			+	+
16		+			+	+	+	+	+
17			+	+	+			+	+

Developed by a project team consisting of:

1. Tetiana Melnyk, Doctor of Sciences in Economics, Professor, Head of the Department of International Management
2. Lyudmila Syerova, Ph.D. in Economics, Associate Professor of the Department of International Management, Guarantor of the educational and scientific programme
3. Yulia Demkiv, Associate Professor, the Department of International Management, Ph.D. in Economics, Associate Professor.
4. Maryna Slokva, Ph.D. in Economics, Associate Professor of the Department of International Management

Reviews and feedback from external stakeholders:

1. Natalia Iksarova - Deputy Head of the EU Relations and Bilateral International Relations Department, National Bank of Ukraine (NBU)
2. Valerii Korol - Vice-President, Ukrainian Chamber of Commerce and Industry

LIST OF RECOMMENDED ELECTIVE COMPONENTS

Code	EDUCATIONAL PROGRAMME COMPONENTS	The number of credits
EC 1.	Information Warfare	6
EC 2.	Corporate Governance in International Companies	6
EC 3.	International Investment Law	6
EC 4.	International Audit	6
EC 5.	International Environmental Management	6
EC 6.	Tax Systems of EU Countries	6
EC 7	Business Intelligence Systems in International Business	6
EC 8	Enterprise Value Management	6

