

**1. EDUCATIONAL PROGRAMME PROFILE  
INTERNATIONAL MANAGEMENT  
First (Bachelor's) cycle of higher education**

<b>1- GENERAL INFORMATION</b>	
<b>Full name of HEI and structural subdivision</b>	State University of Trade and Economics Faculty of International Trade and Law Department of International Management
<b>Higer education cycle and the name of qualification in the language of original</b>	First (Bachelor's) cycle of higher education Qualification – Bachelor of management
<b>Field of study</b>	D Business, administration and Law
<b>Subject Area</b>	D3 Management
<b>Name of the educational programme</b>	International management
<b>Restrictions on forms of learning</b>	There are no restrictions
<b>Compliance with the Higher Education Standard of the MES of Ukraine</b>	Corresponds to the Higher Education Standard of the MES of Ukraine (order № 1165 from 29.10.2018)
<b>Type of diploma and the volume of the educational programme</b>	Bachelor's diploma, unitary. Volume of the educational and professional programme – 240 ECTS credits. Regulatory term of training 3 years 10 months
<b>Availability of accreditation</b>	Certificate of accreditation IP-0978-1/8 valid until September 30, 2031, issued by ZeVA agency, Germany.
<b>Higher education cycle, level</b>	NQF of Ukraine – level 6, FQ-EHEA – the first cycle, EQF-LLL- level 6
<b>Prerequisites for admission to the educational programme</b>	Availability of Complete General Secondary Education or Junior Specialist qualification
<b>Language (s) of training</b>	Ukrainian
<b>Validity period of the educational programme</b>	Until the approval of the new version of the educational and professional programme
<b>Internet address of the permanent placing of the educational programme profile</b>	<a href="https://knute.edu.ua/">https://knute.edu.ua/</a>
<b>2-THE PURPOSE OF THE EDUCATIONAL PROGRAMME</b>	
Training of highly qualified specialists in the field of activities of international companies, transnational corporations, international financial and economic organizations, which includes the formation of theoretical knowledge and practical skills in students of higher education for further specialization and profiling in the field of international management through an optimal combination of economic,	

managerial and legal education in the field of international management in the context of high competition and a dynamic environment.

### 3-CHARACTERISTICS OF THE EDUCATIONAL PROGRAMME

#### *Subject area*

**Object of study:** management of organizations and their divisions.

**Training objectives:** training of specialists capable of solving practical problems and complex specialized tasks, characterized by complexity and uncertainty of conditions, in the field of management of organizations and their divisions.

**Theoretical content of the subject area:** paradigms, laws, patterns, principles, historical prerequisites for the development of management; concepts of systemic, situational, adaptive, antisypative, anti-crisis, innovation, project management, etc.; functions, methods, technologies and management decisions in management.

**Methods, methodologies and technologies:** general scientific and specific research methods (calculation and analytical, economic and statistical, economic and mathematical, expert evaluation, factual, sociological, documentary, balance, etc.); methods of implementation of management functions (methods of marketing research; methods of economic diagnostics; methods of forecasting and planning; methods of designing organizational structures of management; methods of motivation; control methods; methods of evaluating social, organizational and economic efficiency in management, etc.); management methods (administrative, economic, socio-psychological, technological); technologies of substantiation of management decisions (economic analysis, simulation modeling, decision tree, etc.).

**Tools and equipment:** modern information and communication equipment, information systems and software products used in management.

#### *The educational programme orientation*

Educational-professional. Its structure is based on an organic combination of the practical component and fundamental theoretical training in micro- and macroeconomics, statistics, international economics, management, transnationalization, international marketing management, business foreign language. The program focuses on the training of innovatively thinking middle and senior managers in the field of international management, within which further training and professional activities are possible.

#### *The main focus of the educational programme*

Special education in the field of study "Business, Administration and Law" of the subject area "Management" is aimed at obtaining education in the field of international management with in-depth study of international business operations, a high level of proficiency in foreign languages.

Keywords: management, international management, international activity, international business entity, international operation

#### *Features of the programme*

Combination of theoretical training of students with practice in domestic and international companies. In-depth study of two foreign languages.

## 4 – EMPLOYABILITY AND FURTHER EDUCATION OPPORTUNITIES FOR GRADUATES

### *Employability*

Employment in international companies, transnational corporations, international financial, economic and governmental organizations, in state and local self-government bodies, public organizations in the positions of specialists whose functional duties relate to corporate management, asset management, marketing, efficiency of economic activity, rationalization of production, intellectual property and innovative activity.

According to the classifier of professions **DK 003:2010** as amended by the order of the Ministry of Economic Development and Trade of Ukraine of February 15, 2019 № 259:

1229.7 Heads of other main units in other areas of activity;

1231 Heads of financial, accounting, economic, legal and administrative units and other heads;

1238 Project and programs managers;

1239 Heads of other functional units;

1452 Managers (supervisors) in wholesale trade and mediation in trade;

1474 Managers (supervisors) in the field of research and development;

1475.4 Managers (administrators) for commercial activities and management;

1477.1 Managers (administrators) for recruitment, provision, and use of staff;

1496 Managers (executives) in social and corporate responsibility;

1499 Managers (administrators) in other types of economic activity, which are not assigned to other groups;

2419.2 Professionals in the field of marketing, efficiency of economic activity, production rationalization, intellectual property, and innovative activities;

2447.2 Professionals in project and program management.

### *Further Education Opportunities*

A bachelor can continue his studies at the second (master's) level of higher education. Acquisition of additional qualifications in the postgraduate education system.

## 5- TRAINING AND ASSESSMENT

### *Teaching and learning*

Problem-oriented learning based on conducting "active" lectures, namely lectures-visualizations, lectures-consultations, problem-based lectures, conducting practical classes using elements of a business game, simulations, debates, storytelling, case method, conducting training classes in Educational - scientific center of business simulation.

### *Assessment*

The assessment of students' learning outcomes is carried out in accordance with the "Regulations on the assessment of learning outcomes of students and postgraduates at the SUTE" and involves the conduct of the following control measures: current and final assessments, and certification.

Current assessment is carried out during practical/laboratory classes and based on the results of independent work assignments. It involves evaluating students' theoretical knowledge during seminar classes and the practical skills acquired during the completion of laboratory/practical tasks.

Final assessment – control measures that involve establishing conformity (measurement, evaluation) of the results of an individual's learning with the requirements of the educational programme in the part of the relevant educational component, which is conducted at the university in the form of a credit and an exam.

Learning outcomes of students at SUTE are evaluated on a 100-point scale, where: 60-100 points are learning outcomes that give the student the right to obtain ECTS credits; 0-59 points – unsatisfactory learning outcomes, which do not give the student the right to obtain ECTS credits.

<b>6- PROGRAMME COMPETENCIES</b>	
<i><b>Integral competence</b></i>	
The ability to solve complex specialized tasks and practical problems, which are characterized by complexity and uncertainty of conditions, in the field of management or in the learning process, which involves the application of theories and methods of social and behavioral sciences and <i>is characterized by complexity and uncertainty of conditions</i>	
<i><b>General competencies</b></i>	
1	The ability to exercise their rights and responsibilities as a member of society, to realize the values of a civil (free democratic) society and the need for its sustainable development, the rule of law, human and civil rights and freedoms in Ukraine.
2	The ability to preserve and increase moral, cultural, scientific values and multiply the achievements of society on the basis of understanding the history and patterns of development of the subject area, its place in the general system of knowledge about nature and society and in the development of society, engineering and technologies, use various types and forms of physical activity for active recreation and healthy lifestyle.
3	The ability to abstract thinking, analysis, synthesis.
4	The ability to apply knowledge in practical situations.
5	Knowledge and understanding of the subject area and understanding of professional activities.
6	The ability to communicate in the state language both orally and in writing.
7	The ability to communicate in a foreign language.
8	Skills in the use of information and communication technologies.
9	The ability to learn and master modern knowledge.
10	The ability to conduct research at the appropriate level.
11	The ability to adapt and act in a new situation.
12	The ability to generate new ideas (creativity).

13	Appreciation and respect for diversity and multiculturalism.
14	The ability to work in an international context.
15	The ability to act on the basis of ethical considerations (motives).
16	The ability to make decisions and act in accordance with the principle of the unacceptability of corruption and any other manifestations of dishonesty.
17	<i>The ability to conduct economic activity in accordance with the priorities of sustainable development<sup>1</sup>.</i>
<b><i>Special (professional, subject) competencies</i></b>	
1	The ability to identify and describe the characteristics of the organization.
2	The ability to analyze the results of an organization's activities, comparing them with the influencing factors of the external and internal environment.
3	The ability to determine the prospects for the development of the organization.
4	The ability to identify functional areas of the organization and the relationships between them.
5	The ability to manage the organization and its divisions through the implementation of management functions.
6	The ability to act socially responsibly and consciously.
7	The ability to choose and use modern management tools.
8	The ability to plan organizational activities and manage time.
9	The ability to work in a team and establish interpersonal interaction in solving professional tasks.
10	The ability to evaluate the work performed, ensure their quality and motivate the staff of the organization.
11	The ability to create and organize effective communications in the management process.
12	The ability to analyze and structure problems of the organization, to form substantiated decisions.
13	Understand the principles and norms of law and use them in professional activities.
14	Understand the principles of psychology and use them in professional activities.
15	The ability to develop and demonstrate leadership qualities and behavioral skills.
16	<i>The ability to respond to changes in the international economic environment and adapt to them based on the use of the latest international management approaches.</i>
17	<i>The ability to apply knowledge of functions, principles, methods, technologies and tools in the field of administration at the level of economy, management of economic entities and project management.</i>
18	<i>The ability to conduct research on macroeconomic processes, phenomena and models and evaluate the role of subjects in ensuring the effective functioning of the national economy, its sectors and markets in conditions</i>

<sup>1</sup> The general, special (professional, subject-specific) competencies and programme learning outcomes that reflect the focus of the educational programme are shown in italics.

	<i>of globalization.</i>
19	<i>The ability to demonstrate a market-oriented world outlook and knowledge of management principles and to apply its tools and methods for the formation of optimal business decisions by international business entities.</i>
<b>7- PROGRAMME LEARNING OUTCOMES</b>	
1	Know your rights and duties as a member of society, realize the values of civil society, the rule of law, human and civil rights and freedoms in Ukraine.
2	Preserve moral, cultural, scientific values and multiply the achievements of society, use various types and forms of physical activity to maintain a healthy lifestyle.
3	Demonstrate knowledge of theories, methods and functions of management, modern leadership concepts.
4	Demonstrate skills in identifying problems and justifying management decisions.
5	Describe the content of the functional areas of the organization.
6	Identify skills in searching, collecting and analyzing information, calculating indicators to substantiate management decisions.
7	Identify organizational design skills.
8	Apply management methods to ensure the effectiveness of the organization.
9	Demonstrate skills of interaction, leadership, teamwork.
10	Have the skills to substantiate effective tools for motivating the organization's personnel.
11	Demonstrate skills in analyzing the situation and implementing communication in various areas of the organization.
12	Assess the legal, social and economic consequences of the functioning of the organization.
13	Communicate orally and in writing in the state and foreign languages.
14	Identify the causes of stress, adapt oneself and team members to a stressful situation, find ways to neutralize it.
15	Demonstrate the ability to act socially responsibly and socially consciously based on ethical considerations (motives), respect for diversity and interculturality.
16	Demonstrate skills of independent work, flexible thinking, openness to new knowledge, be critical and self-critical.
17	Perform research individually and/or in a group led by a leader.
18	<i>Make choices and conduct economic activity in accordance with the priorities of sustainable development.</i>
19	<i>Use the latest international management approaches to conducting financial and economic activities based on the analysis of financial statements; prepare analytical reports on the results of the international company's activities.</i>
20	<i>Apply knowledge in the field of management to realize the interests of subjects at the level of the economy, enterprises and projects.</i>

21	<i>To evaluate the role of macroeconomic subjects, processes, phenomena and models in ensuring the effective functioning of the national economy, its sectors and markets in the conditions of globalization.</i>
22	<i>Demonstrate a market-oriented world outlook, effectively apply management methodology to implement optimal economic solutions by international business entities.</i>

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

### ***Staffing***

Fully complies with the Licensing requirements for conducting educational activities. Project group: three persons with a scientific degree of doctor or candidate of economic sciences and/or an academic title. Specialists preparing bachelors under the "International Management" educational program must have professional knowledge and professional skills in the field of international management.

The participation of foreign specialists and practitioners in the teaching of disciplines is possible. In order to improve their professional level, all academic staff undergo an internship once every five years.

### ***Material and technical support***

Fully complies with the Licensing requirements for conducting educational activities. For the convenience of students, a corporate distance learning system and an automated educational process management system "MIA: Education" are in operation. The university is equipped with modern computer classrooms with specialized software, an Educational and Research Center for Business Simulation is functioning, and a Smart Library is available. All conditions have been created for the education of individuals with disabilities. There is a social and living infrastructure at SUTE.

### ***Information and teaching and methodical support***

ECTS information package is developed for each educational programme at the University.

Each student can view and create their own individual plan, review the curriculum, check the grades obtained for disciplines, view the class schedule, and communicate with participants in the educational process through their personal account in the ACS "MIA: Education".

Course summaries, course outlines, syllabi of disciplines, and assessment criteria for educational components are available on the corporate distance learning platform.

The electronic repository of the university provides full-text access to scientific and educational literature of the SUTE, manuscripts of qualification works and dissertations for the attainment of academic degrees.

For the convenience of students, a Catalog of Educational Disciplines has been developed at the university, 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 the signed memoranda of cooperation between the SUTE and other higher education

institutions (scientific institutions) of Ukraine in accordance with the legislation.

***International credit mobility***

The University has concluded agreements on cooperation between SUTE and foreign higher education institutions, under which partnership exchange and student training are conducted through International programs and projects within the Erasmus program, in particular with the following universities: Krakow University of Economics (Poland, Krakow), Szczecin University (Poland, Szczecin), "Audencia" Business School (France, Nantes), University of Grenoble Alpes (France, Grenoble), University of Paris Est Créteil (France, Paris), University of Central Lancashire (Great Britain, Preston), Hohenheim University (Germany, Stuttgart), Piraeus University of Applied Sciences (Piraeus, Greece), and Sofia University "St. Kliment Ohridski" (Bulgaria, Sofia)

***Foreign higher education students training***

It is carried out in accordance with the requirements of the current legislation.

## 2. LIST OF COMPONENTS OF THE EDUCATIONAL PROGRAMME AND THEIR LOGICAL CONSISTENCY

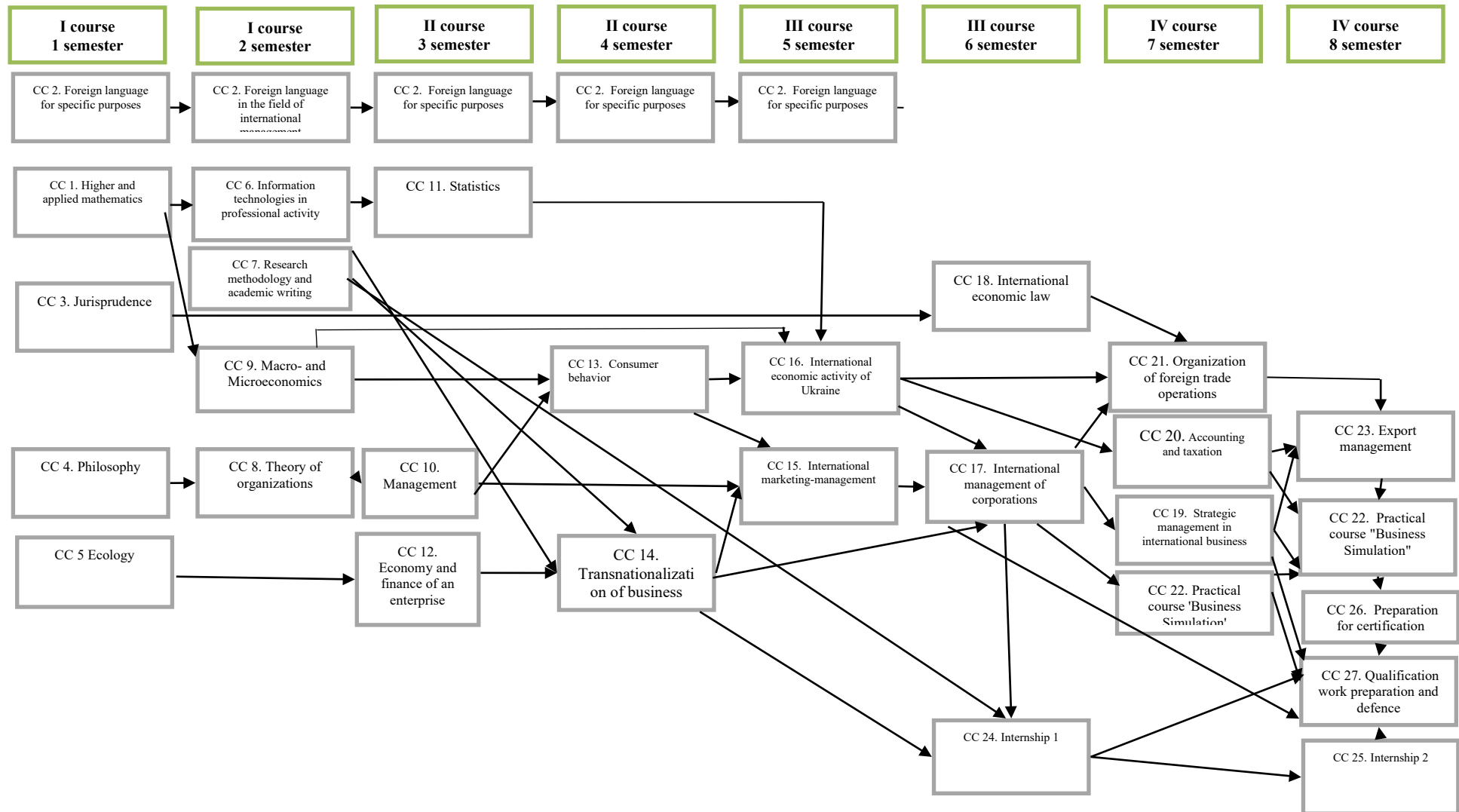
### 2.1. List of components of EP

Code	Components of the educational programme	Credits of ECTS	Form of control
<b><i>Compulsory components</i></b>			
CC 1.	Higher and applied mathematics	6	Exam
CC 2.	Foreign language for specific purposes	27	Exam
CC 3.	Jurisprudence	6	Exam
CC 4.	Philosophy	6	Exam
CC 5.	Ecology	6	Exam
CC 6.	Information technologies in professional activity	6	Exam
CC 7.	Research methodology and academic writing	3	Exam
CC 8.	Theory of organizations	6	Exam
CC 9.	Macro- and Microeconomics	6	Exam
CC 10.	Management	6	Exam
CC 11.	Statistics	6	Exam
CC 12.	Economy and finance of an enterprise	6	Exam
CC 13.	Consumer behavior	6	Exam
CC 14.	Transnationalization of business	6	Exam
CC 15.	International marketing-management	6	Exam
CC 16.	International economic activity of Ukraine	6	Exam
CC 17.	International management of corporations	9	Exam
CC 18.	International economic law	6	Exam
CC 19.	Strategic management in international business	6	Exam
CC 20.	Accounting and taxation	6	Exam
CC 21.	Organization of foreign trade operations	6	Exam
CC 22.	Practical course "Business Simulation"	9	Exam
CC 23.	Export management	6	Exam
CC 24.	Internship 1	6	Credit
CC 25.	Internship 2	3	Credit
CC 26.	Preparation for certification	3	Defence
CC 27.	Qualification work preparation and defence	6	Defence
<b>Total volume of compulsory components</b>		<b>180</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 PROGRAMME</b>	<b>240,0</b>	

Higher education students choose elective courses through their personal account on the 'MIA: Education' portal. A description of the courses and their prerequisites is provided in the Catalog of Courses of SUTE.

## 2.2. Structural and logical scheme of EP



### **3. FORMS OF ATTESTATION OF HIGHER EDUCATION STUDENTS**

Attestation is carried out in the form of public defense of the final qualification work.

The final qualification work should involve solving a complex specialized task or practical problem in the field of management, characterized by complexity and uncertainty of conditions, using theories and methods of economics.

There can be no academic plagiarism, falsification or writing off in the final qualification work.

The qualification work must be published on the official website of the higher education institution or its subdivision.

#### 4. MATRIX OF COMPLIANCE OF PROGRAMME COMPETENCIES WITH THE COMPONENTS OF THE EDUCATIONAL PROGRAMME

	Competencies																														
			CC.1.	CC.2.	CC.3.	CC.4.	CC.5	CC.6.	CC.7.	CC.8.	CC.9.	CC.10.	CC.11.	CC.12.	CC.13.	CC.14.	CC.15.	CC.16.	CC.17.	CC.18.	CC.19.	CC.20.	CC.21.	CC.22.	CC.23.	CC.24.	CC.25.	CC.26.	CC.27.		
general	1			+	+		+																				+	+	+	+	
	2						+								+												+	+	+	+	
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	6			+						+						+											+	+	+	+	
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	8		+				+	+					+			+						+	+	+			+	+	+	+	
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**5. MATRIX FOR PROVIDING PROGRAMME LEARNING OUTCOMES WITH COMPULSORY COMPONENTS OF THE EDUCATIONAL PROGRAMME**

Programme learning outcomes	Components																													
	CC.1.	CC.2.	CC.3.	CC.4.	CC.5.	CC.6.	CC.7	CC.8.	CC.9.	CC.10.	CC.11.	CC.12.	CC.13.	CC.14.	CC.15.	CC.16.	CC.17.	CC.18.	CC.19.	CC.20.	CC.21.	CC.22.	CC.23.	CC.24.	CC.25.	CC.26.	CC.27.			
1		+	+		+																					+	+	+	+	
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22										+						+	+					+			+	+	+	+	+	+

*Developed by a working group consisting of*

1. Kovalova Mariia Leonidivna – Associate Professor at the Department of International Management, PhD in Economics, Associate Professor, **Director of the Educational Programme**.
2. Fokina-Mezentseva Kateryna Volodymyrivna – Professor at the Department of International Management, Doctor of Economics, Professor.
3. Tunitska Yuliia Mykolaivna – Associate Professor at the Department of International Management, PhD in Economics
4. Svidler Mariia Mykhailivna – 3rd year Bachelor's degree student, group 6, Faculty of International Trade and Law, Educational Programme 'International Management'.

*Reviews and feedback from external stakeholders:*

1. Babiar Ihor Oleksandrovykh, Commercial Director of "KARGO LOGISTICS SERVICE UKRAINE" LLC
2. Tkalenko Oleksandr Oleksandrovykh – Director of Quality at LLC 'Equitestlab'.

**LIST OF RECOMMENDED ELECTIVE COMPONENTS**

<b>Code</b>	<b>Educational components</b>	<b>ECTS credits</b>
<b>EC 1.</b>	Analysis of economic activity	<b>6</b>
<b>EC 2.</b>	Second foreign language	<b>18</b>
<b>EC 3.</b>	Economic history of the world	<b>6</b>
<b>EC 4.</b>	International corporations' statements	<b>6</b>
<b>EC 5.</b>	Foreign economic relations of Ukraine	<b>6</b>
<b>EC 6.</b>	Internet technologies in business	<b>6</b>
<b>EC 7.</b>	Corporate communications in the system of international marketing	<b>6</b>
<b>EC 8.</b>	Regional geography	<b>6</b>
<b>EC 9.</b>	International accounting and reporting standards	<b>6</b>
<b>EC 10.</b>	International trade and economic organizations	<b>6</b>
<b>EC 11.</b>	Modeling of business processes	<b>6</b>
<b>EC 12.</b>	Reputation management	<b>6</b>
<b>EC 13.</b>	Social and corporate management in the organization	<b>6</b>
<b>EC 14.</b>	Personnel management in an international company	<b>6</b>
<b>EC 15.</b>	Pricing on world commodity markets	<b>6</b>



**ЛИСТ ПОГОДЖЕННЯ**  
**освітньо-професійної програми і навчальних планів**  
**«Міжнародний менеджмент»**  
**першого (бакалаврського) рівня вищої освіти ДТЕУ**

**Погоджено**

Перший проректор з науково-педагогічної роботи

\_\_\_\_\_ Наталія ПРИТУЛЬСЬКА  
(підпис) (ім'я, прізвище)

\_\_\_\_\_ 20 \_\_\_\_\_

**Погоджено**

Проректор з науково-педагогічної роботи та міжнародних зв'язків

\_\_\_\_\_ Анжеліка ГЕРАСИМЕНКО  
(підпис) (ім'я, прізвище)

\_\_\_\_\_ 20 \_\_\_\_\_

**Погоджено**

Начальник навчального відділу ДТЕУ

\_\_\_\_\_ Сергій КАМІНСЬКИЙ  
(підпис) (ім'я, прізвище)

\_\_\_\_\_ 20 \_\_\_\_\_

**Погоджено**

Начальник навчально-методичного відділу ДТЕУ

\_\_\_\_\_ Тетяна БОЖКО  
(підпис) (ім'я, прізвище)

\_\_\_\_\_ 20 \_\_\_\_\_

**Погоджено**

Декан факультету міжнародної торгівлі та права ДТЕУ

\_\_\_\_\_ Юлія ГОНЧАРОВА  
(підпис) (ім'я, прізвище)

\_\_\_\_\_ 20 \_\_\_\_\_

**Погоджено**

Завідувач кафедри міжнародного менеджменту ДТЕУ

\_\_\_\_\_ Тетяна МЕЛЬНИК  
(підпис) (ім'я, прізвище)

\_\_\_\_\_ 20 \_\_\_\_\_

**Погоджено**

Керівник групи забезпечення спеціальності ДТЕУ

\_\_\_\_\_ Тетяна ТКАЧЕНКО  
(підпис) (ім'я, прізвище)

\_\_\_\_\_ 20 \_\_\_\_\_

**Погоджено**

Гарант освітньої програми ДТЕУ

\_\_\_\_\_ Марія КОВАЛЬОВА  
(підпис) (ім'я, прізвище)

\_\_\_\_\_ 20 \_\_\_\_\_

**Погоджено**

Директор з якості ТОВ «Еквістестлаб»

\_\_\_\_\_ Олександр ТКАЛЕНКО  
(підпис) (ім'я, прізвище)

\_\_\_\_\_ 20 \_\_\_\_\_

**Погоджено**

Комерційний директор ТОВ «КАРГО ЛОГІСТИК СЕРВІС УКРАЇНА»

\_\_\_\_\_ Ігор БАБ'ЯР  
(підпис) (ім'я, прізвище)

\_\_\_\_\_ 20 \_\_\_\_\_

**Погоджено**

Представник РСС факультету / спеціальності

\_\_\_\_\_ Ірина КРАВЧУК  
(підпис) (ім'я, прізвище)

\_\_\_\_\_ 20 \_\_\_\_\_

