

**PROFILE OF THE STUDY PROGRAMME  
INTERNATIONAL MANAGEMENT**

<b>1- GENERAL INFORMATION</b>	
<b>Full name of the higher education institution and its structural unit</b>	State University of Trade and Economics Faculty of International Trade and Law Department of International Management
<b>Level of higher education and title of qualification in the original language</b>	<b>Second (master's) level of higher education Qualification - Master of Management</b>
<b>Field of study</b>	D Business, administration and law
<b>Subject Area</b>	D3 Management
<b>Name of the study programme</b>	International Management
<b>Restrictions on forms of education</b>	No restrictions
<b>Compliance with the standard of higher education of the Ministry of Education and Science of Ukraine</b>	Complies with the standard of higher education of the Ministry of Education and Science of Ukraine (Order No. 959 of 10.07.2019)
<b>Type of diploma and length of study programme</b>	Master's degree, single . The volume of the educational and professional programme is 90 ECTS credits. Normal training period is 1 year 4 months
<b>Accreditation status</b>	Certificate of accreditation of the speciality УД 11015993, valid until 01.07.2026, issued by the Accreditation Commission of the Ministry of Education and Science of Ukraine.
<b>Cycle, level of higher education</b>	NQF of Ukraine - level 7, FQ-EHEA - second cycle, EQF-LLL-7 level
<b>Prerequisites for admission to the study programme</b>	Bachelor's degree (NQF level 6) or higher
<b>Language(s) of study</b>	Ukrainian, English
<b>Validity of the study programme</b>	Until the approval of the new edition of the educational programme
<b>Internet address for permanent posting of the educational programme description</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 with modern views, way of thinking, leadership skills, able to solve practical problems and specialised tasks in the field of effective management of transnational corporations and their units in order to ensure their competitiveness in the national and international markets, to perform tasks of managing the activities of business entities in the context of business internationalisation on the basis of mastering in-depth knowledge, basic and professional competences.

### 3- CHARACTERISTICS OF THE EDUCATIONAL PROGRAMME

#### *Subject area*

**Object of study:** management of organisations and their units.

**Learning objectives:** training of specialists capable of identifying and solving complex tasks and problems in the field of management or in the learning process, involving research and/or innovation and characterised by uncertainty of conditions and requirements.

**Theoretical content of the subject area:** paradigms, laws, patterns; principles, historical prerequisites for the development of management; concepts of systemic, situational, adaptive, anti-sympathetic, anti-crisis, innovative, project management, etc.

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

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

#### *Orientation of the educational programme*

Educational and professional, applied, research

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

Special education in the field of knowledge 'Business, Administration and Law' with in-depth training in international management, ability to make management decisions in a changing competitive environment.

Keywords: management, international management, governance, administration, international competitiveness.

#### *Programme features*

In-depth study and knowledge of promising areas of management, global and managerial economics, management of international competitiveness of the enterprise, managerial efficiency in international business. Practical training in leading domestic and foreign companies.

## **4- EMPLOYABILITY AND FURTHER EDUCATION OPPORTUNITIES FOR GRADUATES**

### ***Employability***

Graduates of this educational and professional programme can be employed at enterprises, institutions and organisations or carry out entrepreneurial activities.

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

1210 Managers of enterprises, institutions and organisations

1210.1 General manager (chairman, president, other manager) of an association of enterprises (association, corporation, concern, etc.)

1210.1 Director (chief, another manager) of an enterprise

1224 Heads of production departments in the wholesale and retail trade

1227 Managers of production units in commercial services

1229.7 General manager (manager)

1231 Director of economics

1231 Director of finance

1231 Head (director, chief, etc.) of a department

1231 Heads of financial, economic and administrative departments and other managers

1233 Commercial director

1233 Heads of marketing departments

14 Managers (administrators) of enterprises, institutions, organisations and their subdivisions

146 Managers (administrators) in financial activities

1475 Managers (supervisors) of market research, commercial and management consultancy

1475.4 Sales manager (manager)

1475.4 Manager (manager) of foreign economic activity

1496 Social and corporate responsibility managers (managers)

2414.2 Analyst on financial and economic security

2419.2 Expert in foreign economic affairs

2419.2 Consultant on foreign economic issues

2419.2 Specialist analyst in commodity market research

2441.2 Investment analyst

2441.2 Credit analyst

2441.2 International trade economist

### ***Further Education Opportunities***

Graduates of this study programme have the right to continue their studies at the third (educational and scientific) level of higher education - Doctor of Philosophy. Acquisition of additional qualifications in the postgraduate education system.

## **5-TEACHING AND ASSESSMENT**

### ***Teaching and learning***

A balanced combination of classroom classes (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*

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.

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.

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.

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.

## **6- PROGRAMME COMPETENCES**

### *Integral competence*

Ability to solve complex tasks and problems in the field of management or in the learning process that involve research and/or innovation under uncertain conditions and requirements.

### *General competences (GC)*

GC1	Ability to conduct research at the appropriate level.
GC2	Ability to communicate with representatives of other professional groups of different levels (with experts from other fields of knowledge/ types of economic activity).
GC3	Skills in using information and communication technologies.
GC4	Ability to motivate people and move towards a common goal.
GC5	Ability to act on the basis of ethical considerations (motives).
GC6	Ability to generate new ideas (creativity).
GC7	Ability to think abstractly, analyse and synthesise.

### *Special (professional, subject) competences (SC)*

SC1	Ability to select and use management concepts, methods and tools, including in accordance with the defined goals and international standards.
SC2	Ability to establish values, vision, mission, goals and criteria by which the organisation determines further directions of development, develop and implement appropriate strategies and plans.
SC3	Ability to self-development, lifelong learning and effective self-management.
SC4	Ability to effectively use and develop the organisation's resources.
SC5	Ability to create and organise effective communications in the management process.
SC6	Ability to develop leadership skills and demonstrate them in the process of managing people.

SC7	Ability to develop projects, manage them, show initiative and entrepreneurship.
SC8	Ability to use psychological technologies for working with staff.
SC9	Ability to analyse and structure organisational problems, make effective management decisions and ensure their implementation.
SC10	Ability to manage the organisation and its development.
SC11	<i>Ability to develop and implement strategies for international economic activity of the enterprise, industry, region, country.</i>
SC12	<i>Ability to analyse the conditions for companies to operate in international markets.</i>
<b>7- PROGRAMME LEARNING OUTCOMES</b>	
1	Critically comprehend, select and use the necessary scientific, methodological and analytical tools for management in unpredictable conditions.
2	Identify problems in the organisation and justify methods of solving them.
3	Design effective management systems for organisations.
4	Justify and manage projects, generate entrepreneurial ideas.
5	Plan the organisation's activities in strategic and tactical terms.
6	Have the skills to make, justify and ensure the implementation of management decisions in unpredictable conditions, taking into account the requirements of current legislation, ethical considerations and social responsibility.
7	Organise and carry out effective communications within the team, with representatives of different professional groups and in the international context.
8	Apply specialised software and information systems to solve organisational management problems.
9	To be able to communicate in professional and scientific circles in the state and foreign languages.
10	Demonstrate leadership skills and ability to work in a team, interact with people, influence their behaviour to solve professional problems.
11	Ensure personal professional development and time management.
12	Be able to delegate authority and management of the organisation (unit).
13	Be able to plan and implement information, methodological, material, financial and personnel support of the organisation (unit).
14	<i>Be able to develop, analyse and select promising strategies for international economic activity.</i>
15	<i>Critically analyse and select the necessary tools for managing the activities of companies in international markets.</i>

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

### ***Staffing***

Fully complies with the Licensing requirements for conducting educational activities. The implementation of the educational and professional programme 'International Management' is carried out by scientific and pedagogical workers with a scientific degree and/or academic title who meet the requirements of the current legislation of Ukraine, have a sufficient level of scientific and professional qualifications. Practitioners and representatives of professional associations and foreign partners are also involved in the educational process.

All research and teaching staff undergo internships/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, the corporate distance learning system and the automated educational process management system 'MIA: Education'. The University has modern computer labs with specialised software, a Business Simulation Training and Research Centre and a Smart Library. All conditions are created for the education of people with disabilities. SUTE's social infrastructure is available.

### ***Information and educational support***

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

Each student, through their personal account in the MIS 'MIA: Education' system, can view and create their own individual study plan, access the curriculum, check the scores earned for courses, view the class schedule, and communicate with participants in the educational process.

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

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

For the convenience of students, the university has developed a catalogue of academic disciplines, which allows students to choose elective educational components.

## **9- ACADEMIC MOBILITY**

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

National credit mobility is carried out within the framework of the concluded memorandums of cooperation between SUTE and other higher education institutions (scientific 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 the framework of which partner exchange and training of students is carried out under international programs and projects within the framework of the Erasmus+ program.

### ***Education of foreign higher education students***

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



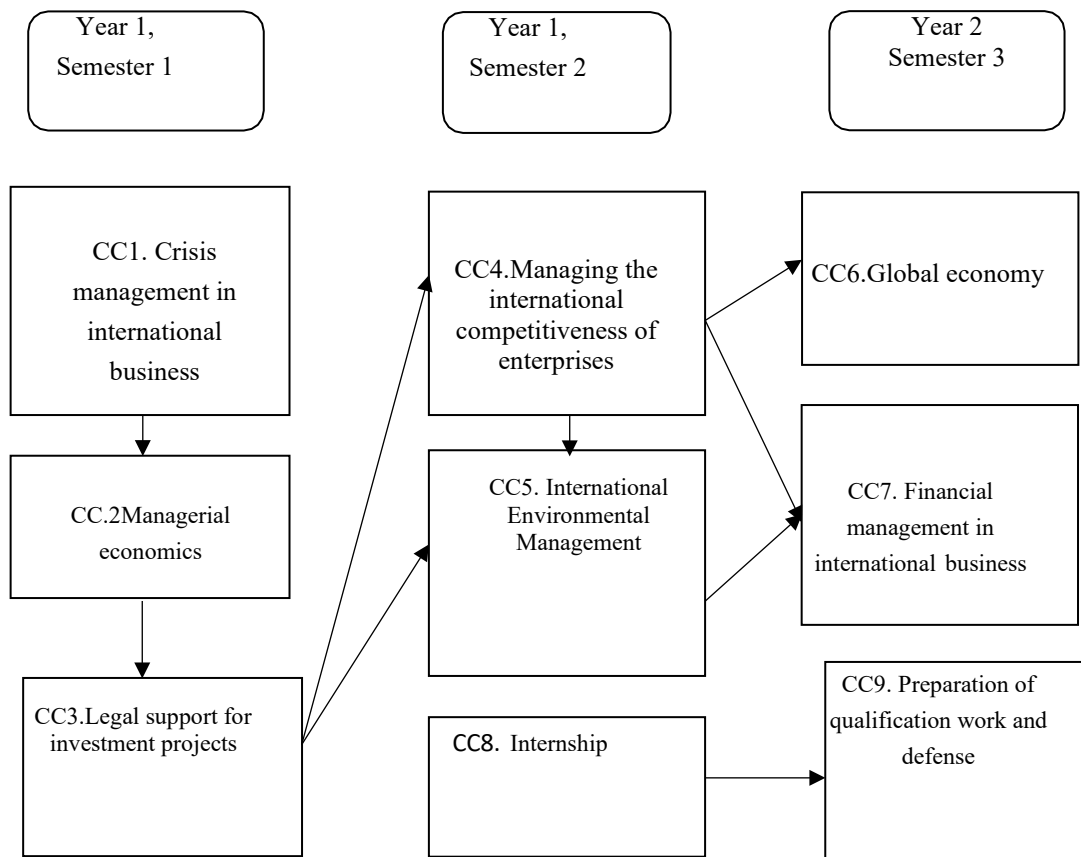
## 2. LIST OF EDUCATIONAL PROGRAMME COMPONENTS AND THEIR LOGICAL SEQUENCE

### 2.1. LIST OF PROGRAMME COMPONENTS EP

Code	Educational Programme Components	ECTS Credits	Form of Assessment
<b><i>Compulsory Components</i></b>			
CC1.	Crisis management in international business	6	Exam
CC2.	Managerial Economics	6	Exam
CC3.	Legal support for investment projects	6	Exam
CC4.	Managing the international competitiveness of enterprises	6	Exam
CC5.	International Environmental Management	6	Exam
CC6.	Global economy	9	Exam
CC7.	Financial management in international business	6	Exam
CC8.	Internship	9	Credit
CC9.	Preparation of qualification work and defense	12	Defence
<b>Total Volume of Compulsory Components:</b>		<b>66</b>	<b>66</b>
<b><i>Elective Components</i></b>			
EC1.	Educational Components 1	6	Exam
EC2.	Educational Components 2	6	Exam
EC3.	Educational Components 3	6	Exam
EC4.	Educational Components 4	6	Exam
<b>Total Volume of Elective Components</b>		<b>24</b>	
<b>TOTAL EP VOLUME:</b>		<b>90,0</b>	

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 diagram of the educational program



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

Attestation is carried out in the form of a public defence of a qualification work. The qualification work should provide for the solution of a complex specialised task or problem in the field of modern marketing, which involves research and/or innovation and is characterised 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 on the official website of the higher education institution, its subdivision or placed in its repository. The publication of qualification papers containing information with restricted access is carried out in accordance with the requirements of the current legislation.

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

Components / Competence	CC 1.	CC 2.	CC 3.	CC 4.	CC 5.	CC 6.	CC 7.	CC 8	CC 9
GC 1	+	+		+	+	+	+		+
GC 2	+				+	+	+	+	
GC 3	+	+				+	+		+
GC 4		+		+	+		+		
GC 5	+	+	+		+		+		+
GC 6	+	+	+	+	+	+	+		
GC 7	+	+	+	+	+	+	+	+	
SC 1	+	+		+	+	+	+		+
SC 2	+	+		+			+		
SC 3		+			+				
SC 4		+	+	+					
SC 5	+	+			+	+	+		
SC 6	+	+			+	+	+		+
SC 7		+		+	+	+		+	+
SC 8		+			+		+		+
SC 9	+	+		+	+	+	+		+
SC 10	+			+	+	+	+	+	
SC 11	+	+		+		+	+		+
SC 12		+		+	+		+		

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

<b>Components /Components Programme learning outcomes</b>	<b>CC 1.</b>	<b>CC 2.</b>	<b>CC 3.</b>	<b>CC 4.</b>	<b>CC 5.</b>	<b>CC 6.</b>	<b>CC 7.</b>	<b>CC 8</b>	<b>CC 9</b>
<b>1</b>	+	+		+	+	+	+		+
<b>2</b>	+				+	+	+	+	
<b>3</b>	+	+				+	+		+
<b>4</b>		+			+		+		
<b>5</b>	+	+	+	+	+		+		+
<b>6</b>	+	+	+		+	+	+		
<b>7</b>	+	+	+		+	+	+	+	
<b>8</b>	+	+			+	+	+		+
<b>9</b>	+	+					+	+	
<b>10</b>		+			+				
<b>11</b>		+	+						
<b>12</b>	+	+			+	+	+		
<b>13</b>	+	+		+	+	+	+		+
<b>14</b>		+		+	+	+		+	+
<b>15</b>		+			+		+		+

*Developed by a working group consisting of*

1. **Fokina-Mezentseva Kateryna**, Doctor of Sciences (Economics), Professor, Professor of the Department of International Management, **Director of the Educational Programme**
2. **Melnyk Tetyana**, Doctor of Sciences (Economics), Professor, Head of the Department of International Management
3. **Budziak Vasyl**, Doctor of Sciences (Economics), Professor, Professor of the Department of International Management
4. **Oliinyk Andrii**, PhD in Economics, Associate Professor of the Department of International Management
5. **Ostapchuk Roman**, 1st-year student, Group 1-7m, **Master's Degree** level, Faculty of International Trade and Law, Educational Programme "International Management"

***External Stakeholders' Reviews:***

1. **Alla Sayun**, *Financial Analyst at Salateira LLC, PhD in Economics, Associate Professor*
2. **Valerii Korol**, *Vice President of the Ukrainian Chamber of Commerce and Industry*

## LIST OF RECOMMENDED ELECTIVE COMPONENTS

<b>Code</b>	<b>Educational components</b>	<b>ECTS credits</b>
<b>EC 1.</b>	Life safety	<b>6</b>
<b>EC 2.</b>	Legalisation of foreign economic activity	<b>6</b>
<b>EC 3.</b>	Information wars	<b>6</b>
<b>EC 4.</b>	Corporate governance in international companies	<b>6</b>
<b>EC 5.</b>	International financial law	<b>6</b>
<b>EC 6.</b>	Enterprise value management	<b>6</b>



