

3. Educational programme

Project team leader
(Director of the Master's degree
educational programme)

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3.1. Profile of the educational programme "International Trade " in the subject area D7 "Trade"

1- General information	
Full name of the higher educational establishment and the structural unit	State University of Trade and Economics, Faculty of International Trade and Law, Department of World Economy
Level of higher education and qualification name in the original language	The second (Master's) level of higher education Qualification - Master of Entrepreneurship and Trade
Field of study	D Business, Administration and Law
Subject Area	D7 Trade
The official name of educational programme	World trade
Modes of Study Restrictions	No restrictions
Compliance with the standard of higher education of the Ministry of Education of Ukraine	Corresponds to the Standard of higher education of the Ministry of Education of Ukraine (Order No. 961 dated July 10, 2019, as amended by Order of the Ministry of Education and Science of Ukraine No. 962 dated July 5, 2024)
Type of diploma and volume of the educational programme	Master's degree, single, 90 ECTS credits, study period 1 year 4 months
Accreditation	NAQA Accreditation Certificate for the Educational Programme "World Trade" No. 3578, valid until July 1, 2026
Cycle / Level	NQF of Ukraine (National Qualifications Framework of Ukraine) - level 7, FQ for EHEA – second cycle, EQF for LLL – level 7
Prerequisites	Bachelor's Degree (Level 6 of the National Qualifications Framework) or a higher level
Language(s) of Training	Ukrainian and English
Programme validity period	Until the approval of a new version of the educational and professional programme
Internet address for permanent placement of the educational programme description	https://knute.edu.ua/

2- The purpose of the Educational Programme
Training of highly qualified specialists with in-depth knowledge in the field of international trade, equipped with practical skills and competencies necessary for effective work in international corporations, trading companies, diplomatic missions of Ukraine abroad and as part of international trade and economic missions.
3- Educational Programme Characteristics
<i>Subject area</i>
The object of study: the activities of business entities within entrepreneurial and trade structures involved in the production and circulation of goods and services, aimed at ensuring their effective management and development.
The goals of training: Training of specialists capable to solve the complex tasks and problems in the field of entrepreneurship and trade, or in the course of their studies, involving research and/or innovation under uncertain conditions and requirements.
The theoretical content of the subject : Scientific theories, provisions, concepts, and principles of entrepreneurship and trade, as well as the methodology for their application to the effective management and development of entrepreneurial and trade structures.
Methods, techniques and technologies: A system of innovative methods, professional techniques and management technologies, as well as modern digital technologies.
Tools and equipment: Information and communication systems, devices and equipment (computer hardware and specialized software).
<i>Orientation of the educational programme</i>
Educational and professional; professional and applied.
<i>Main focus of the educational programme</i>
In-depth study of professionally oriented disciplines that develop competencies in the field of international trade in the context of expanding global value chains. The elective component is broadened through applied courses aimed at developing competencies in the field of international entrepreneurship, taking into account its legal and regulatory aspects.
Key words: international trade, international entrepreneurship, international trade policy, global value chains
<i>Programme Features</i>
Competencies developed as a result of the training are essential for specialists whose activities are related to the management of entrepreneurial and trade structures at the global and regional levels. The ability to analyze and practically apply the tools of international trade policy ("Global Value Chains," "Customs Procedures," "Expertise in International Trade"), acquisition of key skills in conducting trade negotiations ("Trade Negotiations and Commercial Diplomacy"), and management of trade business processes ("Business Process Management in Trade") form the foundation for the development of both academic and professional careers of programme graduates. The programme includes an English-Taught educational component: "International Management."
4- Graduate Employability and Opportunities for Further Study
<i>Employability</i>

Graduates of this educational and professional programme are qualified for employment at enterprises across all types of economic activity in the fields of trade and entrepreneurship. They may hold positions in bodies of state executive power, civil service, and in economic, legal, and administrative departments related to foreign trade, or engage in entrepreneurial activities. According to the Occupational Classification **DK 003:2010**, as amended by Order No. 259 of the Ministry for Economic Development and Trade of Ukraine dated February 15, 2019:

1224 – Head of Trade and Economic Mission

3415 – Trade Representative

1314 – Director (Manager) of a Small Trade Company

25351 – Economist, including:

25362 – International Trade Economist

25377 – Pricing Economist

25352 – Economic Advisor

23068 – Economic Affairs Consultant

24191 – Economic Affairs Reviewer, Member of Supervisory Board

342 – Commercial Service Agents and Trade Brokers, including:

3421 – Wholesale and Retail Trade Brokers

3436 – Executive Assistants.

Further education

Continuation of further education at the third (educational and scientific) level of higher education.

Acquisition of additional qualifications within the system of postgraduate education.

5- Teaching and Assessment

Teaching and Learning

A balanced combination of practical classes (lecture-discussions, seminars, practical classes in small groups, self-study work with information sources and instructor consultations), distance learning and self-directed study. The educational process is based on problem-oriented, interactive learning and self-learning approaches using modern educational technologies and methods, such as simulation-based techniques, learning intensification technology using visual schemes and symbolic models, case studies and training sessions).

Assessment

Student learning outcomes are assessed according to the "Regulations on the Assessment of Learning Outcomes of Students and Postgraduate Students at State University of Trade and Economics (SUTE)" and include the following types of assessment: ongoing (formative) assessment, final (summative) assessment and certification.

Ongoing assessment is conducted during practical/laboratory sessions and based on the results of individual assignments. It includes the evaluation of students' theoretical knowledge demonstrated during seminars and the assessment of practical skills acquired through laboratory or practical tasks.

Final assessment refers to control measures aimed at determining the extent to which

the achieved learning outcomes correspond to the requirements of the educational programme within a specific academic component. This is conducted at the university in the form of credit tests and examinations.

Student learning outcomes at SUTE are assessed on a 100-point scale, where:

60–100 points represent satisfactory learning outcomes that entitle the student to receive ECTS credits;

0–59 points indicate unsatisfactory results that do not entitle the student to receive ECTS credits.

6- Programme Competences	
<i>Integral competence</i>	
Ability to solve complex tasks and problems in the field of entrepreneurship and trade or in the course of study, involving research and/or innovation under uncertain conditions and requirements.	
<i>General competences (GC)</i>	
GC 1	Ability to adapt and act in new situations.
GC 2	Ability to identify, formulate, and solve problems.
GC 3	Ability to motivate people and work towards a common goal.
GC 4	Ability to communicate with representatives of other professional groups at various levels (including experts from other fields of knowledge or sectors of economic activity).
GC 5	Determination and persistence in achieving assigned tasks and fulfilling responsibilities.
GC 6	Ability to assess and ensure the quality of performed work.
<i>Special (Professional, Subject-Specific) Competences (SC)</i>	
SC 1	Ability to develop and implement development strategies for entrepreneurial and trade structures.
SC 2	Ability to evaluate products, goods and services in entrepreneurial and trade activities.
SC 3	Ability to manage effectively the activities of business entities in the field of entrepreneurship and trade.
SC 4	Ability to solve problem issues and make managerial decisions in professional activities.
SC 5	Ability to initiate and implement innovative projects in entrepreneurial and trade activities.
SC 6	<i>Ability to analyze international legal instruments and apply regulatory norms and rules of international trade.</i>
SC 7	<i>Ability to assess the potential for involving participants in international trade activities in value creation chains.</i>
SC 8	<i>Ability to solve tasks related to the optimization and development of entrepreneurial and trade structures using economic-mathematical methods and information technologies.</i>
7- Programme Learning Outcomes	

1	Adapt and demonstrate initiative and independence in situations arising in professional activities.
2	Identify and analyze problems in entrepreneurship and trade and develop measures to resolve them.
3	Design material and non-material incentive systems and apply other motivation tools for personnel and partners to achieve organizational goals.
4	Apply business communication techniques to maintain effective interaction with representatives of various professional groups.
5	Perform assigned tasks in the field of entrepreneurship and trade professionally, comprehensively and with creative self-realization.
6	Develop and implement measures to ensure the quality of work performed and assess their effectiveness.
7	Define and implement strategic development plans for business entities in the field of entrepreneurship and trade.
8	Evaluate products, goods, services and processes within entrepreneurial and trade structures and draw appropriate conclusions for managerial decision-making.
9	Develop and make decisions aimed at ensuring the efficiency of business entities in entrepreneurial and trade activities.
10	Resolve problem situations arising in the operations of entrepreneurial and trade structures under conditions of uncertainty and risk.
11	Implement innovative projects to create conditions for the effective functioning and development of entrepreneurial and trade structures.
12	<i>Act according to the international trade law standards and respond promptly to transformations in regulatory norms and rules of international trade.</i>
13	<i>Assess the potential for engaging participants in international trade activities in value chains, taking into account regional integration priorities.</i>
14	<i>Model and forecast the development processes of entrepreneurial and trade structures using economic-mathematical tools and information technologies.</i>

8- Resource Support for Programme Implementation

Academic Staffing

Fully complies with the Licensing Requirements for conducting educational activities. The implementation of the educational and professional programme "International Trade" is carried out by academic staff holding scientific degrees and/or academic titles according to the current legislation of Ukraine and possessing an adequate level of scientific and professional qualification. Practitioners, representatives of professional associations and international partners are also involved in the educational process. All academic staff undergo internships or professional development every five years.

Material and Technical Support

Fully complies with the Licensing Requirements for conducting educational activities. For the convenience of higher education applicants, a corporate distance

learning system and an automated educational process management system "MIA: Education" are in operation. The university is equipped with modern computer labs featuring specialized software, a Training and Research Center for Business Simulation is functioning and a Smart Library is available. All necessary conditions have been created for students with disabilities. The university also has a developed social and living infrastructure of State University of Trade and Economics (SUTE).

Information and Educational-Methodical Support

For each educational programme, the university develops an ECTS Information Package.

Each student, through their personal account in the "MIA: Education" automated system, can view and create their own individual study plan, access the curriculum, view grades for each discipline, check the class schedule and communicate with participants in the educational process.

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

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

For the convenience of students, the university has developed a Course Catalogue that enables students to choose elective educational components according to the programme structure.

9-Academic Mobility

National Credit Mobility

National credit mobility is carried out within the framework of cooperation memoranda signed between SUTE and other higher education institutions (or research institutions) in Ukraine according to the current legislation.

International Credit Mobility

The university has signed cooperation agreements with foreign higher education institutions within which student exchanges and studies are conducted under international programmes and projects, including the Erasmus+ programme.

Education of International Students

Is carried out according to the requirements of current legislation.

3.2. List of Educational Programme Components and Their Logical Sequence

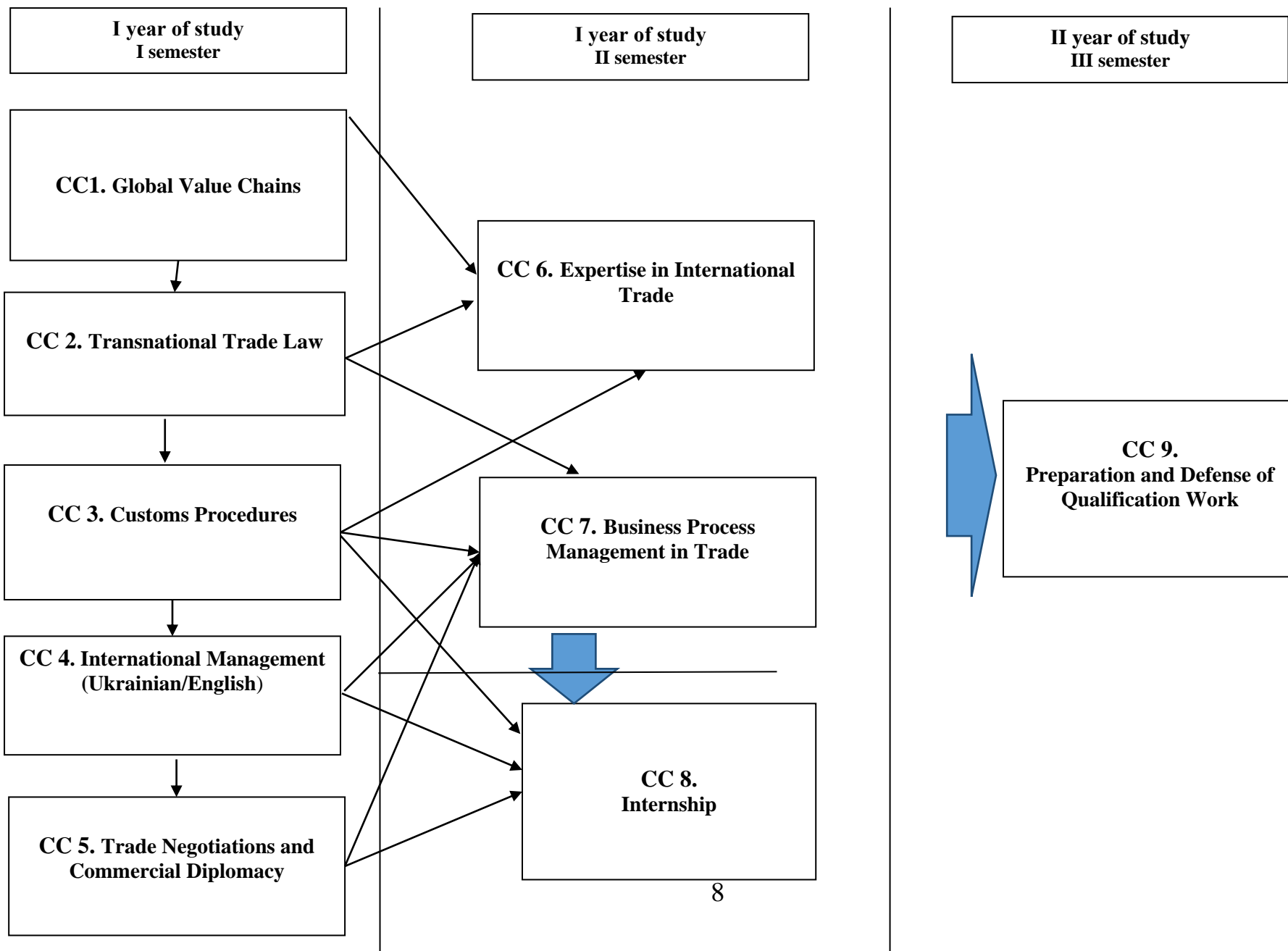
3.2.1. List of Educational Programme Components

Code	Educational Components of the Programme	Credits ECTS	Form of Assessment
<i>Compulsory Components</i>			
CC1.	Global Value Chains	6	Exam
CC2.	Transnational Trade Law	6	Exam

CC3.	Customs Procedures	6	Exam
CC4.	International Management (Ukrainian/English)	6	Exam
CC5.	Trade Negotiations and Commercial Diplomacy	6	Exam
CC6.	Expertise in International Trade	9	Exam
CC7.	Business Process Management in Trade	6	Exam
CC8.	Internship	9	Credit(pass/fail)
CC9.	Preparation and Public Defense of the Master's Thesis	12	Defense
Total volume of compulsory components		66	
<i>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 VOLUME OF THE EDUCATIONAL PROGRAMME		90,0	

Students choose elective courses via their personal account on the "MIA: Education" portal. Descriptions of the courses and their prerequisites are provided in the SUTE Course Catalogue.

3.2.2. Structural and Logical Scheme of EP



3.3. Form of Final Certification of Higher Education Students

The final certification of higher education applicants is conducted in the form of a public defense of the qualification (final) project.

The qualification project must address a complex task or problem within the field of entrepreneurship and trade which requires conducting research and/or implementing innovations under uncertain conditions and requirements.

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

The project must be completed according to the principles of academic integrity.

The qualification project must be published on the official website of the educational institution or its department or in the institution's academic repository.

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

Components / Competences	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		+	+					+	+
GC6	+		+	+		+	+	+	+
SC 1	+		+	+				+	+
SC 2					+	+		+	+
SC 3	+	+		+			+	+	+
SC 4		+		+	+	+	+	+	+
SC 5	+		+		+		+	+	+
SC 6	+	+	+		+	+		+	+
SC7	+	+	+				+	+	+
SC 8	+						+	+	+

**3.5. 5. MATRIX OF CORRELATION BETWEEN PROGRAM 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	+						+	+	+

List of Recommended Elective Components

Code	Educational Components	Credits ECTS
EC 1.	Business Engineering	6
EC 2.	Global Marketing	6
EC 3.	International Customs Law	6
EC 4.	International Technical Regulation	6
EC 5.	Deep and Comprehensive Free Trade Area of Ukraine with the EU	6
EC 6.	EU Internal Market Law (Ukrainian/English language)	6

