

3. Educational Programme.

3.1. Educational Programme Profile

Director of the Bachelor's degree programme "Commodity Science and Organization of Foreign Trade" – Osievska V., Associate Professor, Doctor of Sciences

1- GENERAL INFORMATION	
Full name of IHE and structural unit	Kyiv National University of Trade and Economics, Faculty of Trade and Marketing, the Department of Commodity Studies and Customs Affairs
Academic degree and qualification title in the original	Bachelor's degree in higher education Subject area "Entrepreneurship and trade"
Field of knowledge	D Management and Administration
Speciality	D7 Entrepreneurship and trade
Educational program title	Commodity Science and Organization of Foreign Trade
Restrictions on mode of study	None
Standards of conformity	It complies with the Higher Education Standard of the Ministry of Education and Science of Ukraine (Order No. 963 dated 5 July 2024)
Qualification title (degree), programme credits and duration	Bachelor's degree, 240 credits ECTS, training period 3 year 10 months
Accreditation status	Specialty Accreditation Certificate No. UD 11015988, valid until 31 December 2027, issued by the Accreditation Commission of the Ministry of Education and Science of Ukraine.
Cycle/Level	HPK of Ukraine – level 6, FQ-EHEA – first cycle, EQFLLL – level 6
Academic backgrounds	Complete General Secondary Education or a Junior Specialist Degree
Language(s) of instruction	Ukrainian
Programme duration	Until a new version of the Educational and Professional Programme is approved
Educational programme link	https://knute.edu.ua/
2 - EDUCATIONAL PROGRAMME AIM	
To develop general and professional competencies aimed at equipping students with the knowledge, skills, and abilities necessary for addressing practical problems and carrying out specialized tasks in trade and foreign economic activity	
3 - EDUCATIONAL PROGRAMME GENERAL INFORMATION	
<i>Subject area</i>	
Object of Study: The organization and operation of business and trade entities aimed	

at achieving economic and social outcomes.
Aims of training: To prepare highly qualified specialists capable of solving practical problems and addressing complex specialized tasks in the fields of entrepreneurship and trade.
Theoretical content of the field of study: Scientific theories, provisions, concepts, and principles of entrepreneurship and trade, as well as the methodology for their application to the organization and effective operation of business and trade entities.
Methods, Methodologies and Technologies: General scientific and specialized methods, professional methodologies, and technologies for solving tasks related to the organization, effective operation, and development of business and trade entities.
Tools and Equipment: Information and communication systems and technologies, specialized instruments and equipment used in trade and/or entrepreneurial activities, as well as specialized software.
<i>Educational programme orientation</i>
Educational and professional, applied.
<i>Educational programme main focus</i>
General higher education in the field of knowledge Business, Administration and Law, specialty Trade.
The programme focuses on developing knowledge and skills in merchandise evaluation, assortment management, customs declaration of goods, and compliance with tariff and non-tariff regulatory measures in the conduct of foreign economic activities.
Keywords: trade, foreign economic activity, merchandising, customs affairs.
<i>Programme features</i>
The programme provides a multidisciplinary approach to the development of professional competencies in the fields of trade and foreign economic activity. It includes practical training at manufacturing and trading enterprises, as well as organizations engaged in foreign economic activities. The programme also offers advanced study of a foreign language for specific purposes.
4 - EMPLOYABILITY AND FURTHER LEARNING
<i>Employability</i>
Graduates of this Educational and Professional Programme are eligible for entry-level positions associated with the occupational titles included in the following classification groups, in accordance with the National Classification of Occupations DK 003:2010: 3152 Product Quality Control Inspector; 3411 Broker; 3411 Dealer; 3415 Sales Agent; 3415 Sales Representative; 3415 Commercial Trader; 3415 Industrial Trader; 3415 Travelling Sales Representative; 3415 Technical Sales Representative; 3416 Procurement Officer;

3419 Commodity Expert; 3419 Supply Coordinator; 3419 Sales Coordinator; 3419 Trade Inspector; 3419 Trade and Commodity Inspector; 3421 Trade Broker; 3422 Customs Clearance Agent; 3422 Border Station Cargo Transfer Agent; 3429 Trade Representative (Business Services and Advertising); 3436.1 Assistant to the Head of an Enterprise (Institution, Organization); 3436.2 Assistant to the Head of a Structural Unit; 3436.3 Assistant to the Manager of a Small Enterprise without a Management Staff; 3449 State Inspector for Product Quality and Trade.
<i>Further learning</i>
Graduates of this Educational Programme may pursue studies at the second (Master's) level of higher education and acquire additional qualifications within the system of postgraduate and continuing education.
5 - TEACHING AND ASSESSMENT
<i>Teaching and Learning</i>
A balanced combination of classroom-based instruction (discussion lectures, seminars, practical classes in small groups, independent work with information resources, and academic consultations), distance learning, and independent study based on the principles of problem-based learning, interactive learning, self-directed learning, and learning through practical training.
<i>Assessment</i>
Assessment of student learning outcomes is carried out in accordance with the Regulations on the Assessment of Learning Outcomes of Students and Doctoral Candidates at the State University of Trade and Economics (SUTE) and includes the following forms of assessment: continuous assessment, final assessment, and attestation. Continuous assessment is conducted during practical and laboratory classes, as well as through the evaluation of independent study assignments. It involves assessing students' theoretical knowledge demonstrated during seminars and the practical skills acquired through laboratory and practical tasks. Final assessment comprises assessment activities aimed at determining the extent to which a student's learning outcomes meet the requirements of the Educational Programme for a particular educational component. At the University, final assessment is conducted in the form of a Pass/Fail Assessment or an Exam. Student learning outcomes at SUTE are assessed on a 100-point grading scale, where: 60-100 points – satisfactory learning outcomes that entitle the student to receive ECTS credits; 0-59 points – unsatisfactory learning outcomes that do not entitle the student to receive ECTS credits.
6 - PROGRAMME COMPETENCES
<i>Integral competence</i>
Ability to solve complex specialized tasks and practical problems in the fields of

entrepreneurship and trade, or in the learning process, through the application of theories and methods related to the organization and operation of entrepreneurial and trading entities, under conditions characterized by complexity and uncertainty.

General competences (GC)

GC1	Ability to think abstractly, analyse, and synthesize.
GC2	Ability to apply acquired knowledge in practical situations.
GC3	Ability to communicate effectively in the state language, both orally and in writing.
GC4	Ability to communicate in a foreign language.
GC5	Ability to apply information and communication technologies.
GC6	Ability to search for, process, and analyse information from various sources.
GC7	Ability to work effectively in a team.
GC8	Ability to demonstrate initiative and entrepreneurship.
GC9	Commitment to environmental sustainability and protection.
GC10	Ability to act responsibly and conscientiously.
GC11	Ability to exercise one's rights and responsibilities as a member of society, to appreciate the values of a civic (free and democratic) society and the need for its sustainable development, the rule of law, and the rights and freedoms of individuals and citizens in Ukraine.
GC12	Ability to preserve and enhance the moral, cultural, and scientific values and achievements of society based on an understanding of the history and patterns of development of the subject area, its place within the broader system of knowledge about nature and society, and its role in the advancement of society, science, and technology; as well as the ability to engage in various types and forms of physical activity for active recreation and a healthy lifestyle.
GC13	Ability to make decisions and act in accordance with the principle of zero tolerance for corruption and any other forms of unethical or dishonest conduct.

Special competencies (SC)

SC1	Ability to critically comprehend the theoretical foundations of entrepreneurship and trade.
SC2	Ability to select and apply appropriate methods and tools for substantiating decisions regarding the establishment and operation of entrepreneurial and trading entities.
SC3	Ability to carry out professional activities within the framework of interactions among market participants.
SC4	Ability to apply innovative approaches in the activities of entrepreneurial and trading entities.
SC5	Ability to identify and evaluate the characteristics of goods and services in entrepreneurial and trading activities.
SC6	Ability to conduct professional activities in compliance with the regulatory and legal framework governing entrepreneurship and trade.
SC7	Ability to define and perform professional tasks related to the organization

	and operation of entrepreneurial and trading entities.
SC8	Ability to apply the principles of accounting and taxation in entrepreneurial and trading activities.
SC9	Ability to organize and manage the foreign economic activities of entrepreneurial and trading entities.
SC10	Ability to carry out business planning and evaluate market conditions and business performance in the fields of entrepreneurship and trade, taking associated risks into account.
<i>SC11</i>	<i>Ability to conduct entrepreneurial activities based on logistics principles¹.</i>
<i>SC12</i>	<i>Ability to assess the assortment, quality, and safety of goods in accordance with international and European legislation.</i>
<i>SC 13</i>	<i>Ability to declare goods and provide customs brokerage services in the course of foreign economic activities.</i>
7 - PROGRAMME LEARNING OUTCOMES	
1	Use fundamental knowledge of entrepreneurship and trade, as well as critical thinking, analytical and synthesis skills, for professional purposes.
2	Apply acquired knowledge to identify, formulate, and solve tasks in various practical situations in entrepreneurial and trading activities.
3	Demonstrate written and oral professional communication skills in the state and foreign languages.
4	Use modern computer and telecommunication technologies for the exchange and dissemination of professionally oriented information in the fields of entrepreneurship and trade.
5	Organize the search, independent selection, and effective processing of information from various sources for the creation of databases in the fields of entrepreneurship and trade.
6	Be able to work in a team and demonstrate interpersonal skills that contribute to the achievement of professional goals.
7	Demonstrate entrepreneurial initiative in various areas of professional activity and assume responsibility for outcomes.
8	Apply acquired knowledge and skills to initiate and implement measures aimed at environmental protection and the safe operation of entrepreneurial and trading entities.
9	Understand the requirements of professional activity arising from the need to ensure the sustainable development of Ukraine and strengthen its role as a democratic, social, and rule-of-law state.

The general and special (professional/subject-specific) competencies and programme learning outcomes reflecting the focus of the educational programme are indicated in italics

10	Act in a socially responsible manner based on ethical, cultural, and scientific values and the achievements of society.
11	Possess conceptual scientific and practical knowledge in the fields of entrepreneurship and trade necessary for effective professional practice.
12	Apply methods and tools for substantiating managerial decisions related to

	the establishment and operation of entrepreneurial and trading entities.
13	Use knowledge of the forms of interaction among market participants to ensure the effective functioning of entrepreneurial and trading entities.
14	Apply innovative approaches in entrepreneurial and trading activities.
15	Assess the characteristics of goods and services in entrepreneurial and trading activities using modern methods.
16	Demonstrate knowledge of the legal and regulatory framework governing the activities of entrepreneurial and trading entities and apply it in practice.
17	Solve professional tasks related to the organization of entrepreneurial and trading activities and address problems arising in crisis situations, taking into account internal and external factors.
18	Demonstrate knowledge of accounting and taxation principles in entrepreneurial and trading activities.
19	Apply knowledge and skills to ensure the effective organization of foreign economic activity of entrepreneurial and trading entities, taking into account market conditions and applicable legal regulations.
20	Demonstrate knowledge of business planning, market analysis, and performance evaluation of entrepreneurial and trading entities, taking into account associated risks.
21	Apply acquired knowledge to prevent corruption and any manifestations of academic or professional misconduct in entrepreneurial and trading activities.
22	<i>Be able to develop logistics supply channels and make informed decisions in the field of international trade and commodity circulation.</i>
23	<i>Assess the assortment, safety, and quality of goods in accordance with the requirements of current legislation.</i>
24	<i>Be able to declare goods and provide customs brokerage services in the course of foreign economic activity.</i>

8 - RESOURCE SUPPORT FOR PROGRAMME IMPLEMENTATION

Academic staff

The programme fully complies with the Licensing Requirements for Educational Activities. The Educational and Professional Programme “Commodity Science and Organization of Foreign Trade” is delivered by academic staff holding academic degrees and/or academic titles who meet the requirements of the current legislation of Ukraine and possess an appropriate level of academic and professional qualifications. The educational process also involves practitioners, representatives of professional associations, and international partners.

All academic staff undertake internships and/or professional development training at least once every five years.

Facilities

The programme fully complies with the Licensing Requirements for Educational Activities. To facilitate learning, the University operates a corporate distance learning system and the automated educational process management system “MIA: Education.” The University is equipped with modern computer laboratories featuring specialized software. The Educational and Research Centre for Business Simulation is available

for practical training, and a Smart Library provides access to learning and research resources. The University ensures accessibility and appropriate learning conditions for persons with disabilities. A comprehensive social and student support infrastructure is also available.

Information, teaching and learning materials

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

Through their personal accounts in the “MIA: Education” automated management system, students can view and generate their individual study plans, access the curriculum, monitor academic results, review class schedules, and communicate with other participants in the educational process.

Programme specifications, course syllabi, course descriptions, and assessment criteria for educational components are available on the University's corporate distance learning platform.

The University's electronic repository provides full-text access to academic and educational publications of SUTE, as well as manuscripts of qualification theses and dissertations submitted for academic degrees.

For the convenience of students, the University has developed a Course Catalogue, which enables students to select elective educational components in accordance with their individual educational trajectories.

9 - ACADEMIC MOBILITY

National credit mobility

National credit mobility is implemented within the framework of cooperation agreements concluded between the State University of Trade and Economics (SUTE) and other higher education institutions (research institutions) of Ukraine in accordance with the applicable legislation.

International credit mobility

The University has concluded cooperation agreements with foreign higher education institutions, within the framework of which student exchange and study opportunities are provided through international programmes and projects, including the Erasmus+ Programme.

Training of foreign students

The education of international students is carried out in accordance with the requirements of the applicable legislation.

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

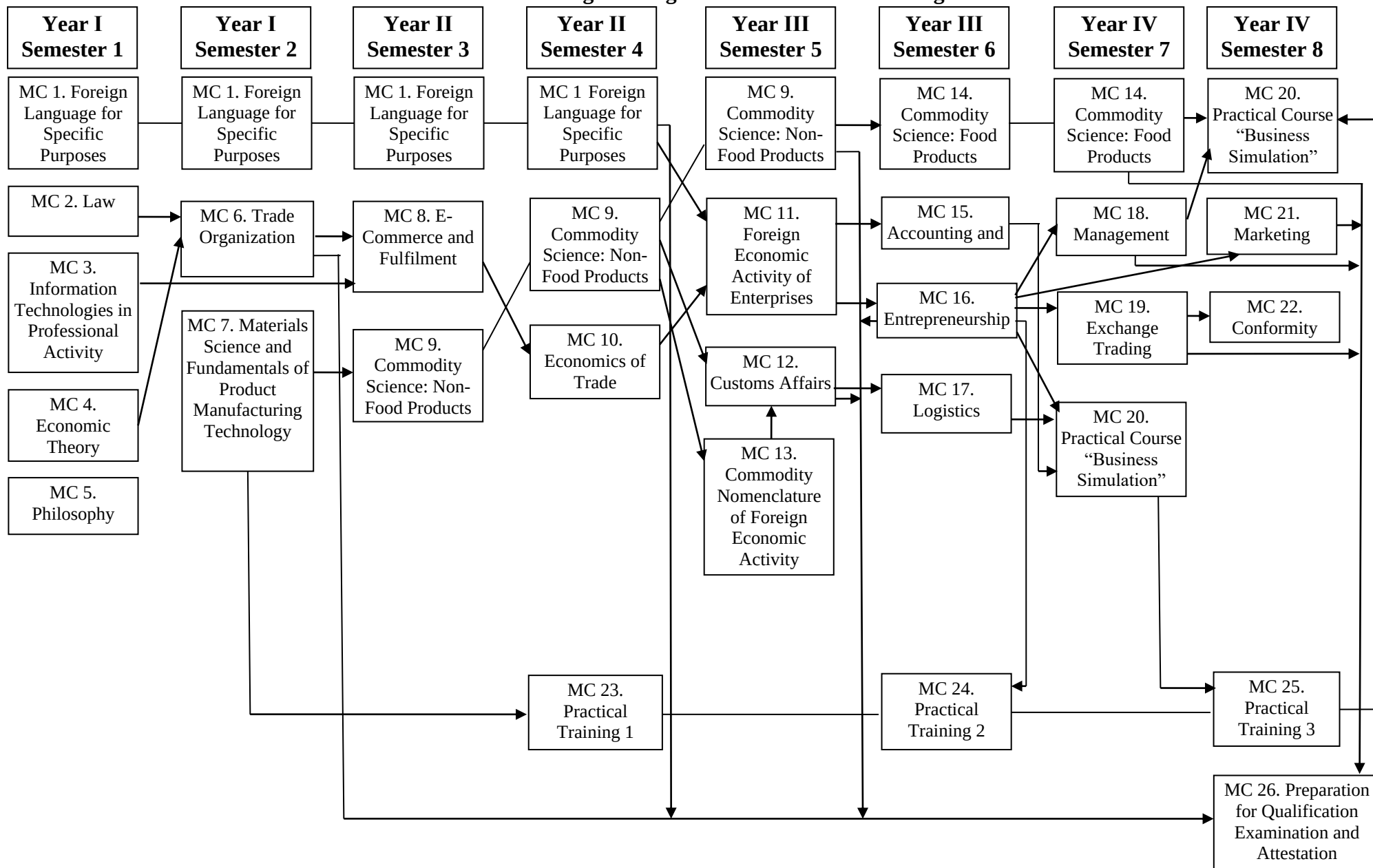
2.1. List of Educational Programme Components

Code	Educational Programme Components	ECTS Credits	Assessment Form
<i>Mandatory Components</i>			
MC 1.	Foreign Language for Specific Purposes	21	Exam
MC 2.	Law	6	Exam
MC 3.	Information Technologies in Professional Activity	6	Exam
MC 4.	Economic Theory	6	Exam
MC 5.	Philosophy	6	Exam
MC 6.	Trade Organization	6	Exam
MC 7.	Materials Science and Fundamentals of Product Manufacturing Technology	6	Exam
MC 8.	E-Commerce and Fulfilment	6	Exam
MC 9.	Commodity Science: Non-Food Products	16.5	Exam
MC 10.	Economics of Trade	6	Exam
MC 11.	Foreign Economic Activity of Enterprises	6	Exam
MC 12.	Customs Affairs	6	Exam
MC 13.	Commodity Nomenclature of Foreign Economic Activity	6	Exam
MC 14.	Commodity Science: Food Products	10.5	Exam
MC 15.	Accounting and Taxation	4.5	Exam
MC 16.	Entrepreneurship	6	Exam
MC 17.	Logistics	6	Exam
MC 18.	Management	6	Exam
MC 19.	Exchange Trading	6	Exam
MC 20.	Practical Course “Business Simulation”	9	Exam
MC 21.	Marketing	6	Exam
MC 22.	Conformity Assessment	4.5	Exam
MC 23.	Practical Training 1	4,5	Pass/Fail Assessment
MC 24.	Practical Training 2	3	Pass/Fail Assessment
MC 25.	Practical Training 3	6	Pass/Fail Assessment
MC 26.	Preparation for Qualification Examination and Attestation	3	Exam
Total Credits for Mandatory Components		180,0	
<i>Elective Components</i>			
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
Total Credits for Elective Components		60	
Total Credits for the Educational Programme		240,0	

Higher education students choose elective courses via their personal accounts on the "MIA: Education" portal. Course descriptions and prerequisites are available in the Course Catalogue of the State University of Trade and Economics (SUTE)

2.2. Structural and Logical Diagram of the Educational Programme



3. FORM OF FINAL ATTESTATION OF HIGHER EDUCATION STUDENTS

Attestation of higher education students is carried out in the form of a qualification examination.

The qualification examination provides for the assessment of learning outcomes specified by the Higher Education Standard and this Educational Programme.

4. Matrix of Alignment between Programme Competencies and Mandatory Educational Components

Components Competences	MC 1	MC 2	MC 3	MC 4	MC 5	MC 6	MC 7	MC 8	MC 9	MC 10	MC 11	MC 12	MC 13	MC 14	MC 15	MC 16	MC 17	MC 18	MC 19	MC 20	MC 21	MC 22	MC 23	MC 24	MC 25	MC 26
GC 1				+	+	+				+		+				+				+	+					+
GC 2	+		+			+	+	+	+	+		+		+	+					+	+	+	+	+	+	+
GC 3									+		+	+	+	+			+						+	+	+	+
GC 4	+											+	+													+
GC 5			+					+				+			+					+	+	+			+	
GC 6	+		+						+	+		+	+	+					+	+	+	+				
GC 7	+					+												+		+			+	+	+	
GC 8																+		+	+				+	+	+	
GC 9							+		+					+												
GC 10		+			+		+					+									+				+	
GC 11		+			+							+				+		+	+			+				
GC 12		+		+	+		+											+	+							
GC 13		+										+				+		+								
SC 1				+	+											+			+				+	+	+	+
SC 2			+			+	+									+		+	+			+	+	+	+	+
SC 3	+					+	+	+			+	+	+				+	+	+	+	+	+	+	+	+	
SC 4			+				+									+	+	+			+		+			
SC 5	+						+		+					+					+					+	+	+
SC 6		+							+		+	+	+	+					+							+
SC 7	+					+					+		+				+		+					+	+	+
SC 8												+			+					+						+
SC 9				+		+					+	+	+											+		+
SC 10				+						+						+		+			+	+	+			
SC 11			+			+		+	+		+		+	+		+	+			+						+
SC 12	+	+	+					+	+			+	+	+						+		+				+
SC 13			+		+			+	+	+		+	+	+						+		+				+

5. Matrix of Programme Learning Outcomes and Mandatory Educational Components

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Developed by the Working Group consisting of

1. Valentyna V. Osiievska, PhD in Technical Sciences, Associate Professor, Associate Professor of the Department of Commodity Science and Customs Affairs, **Guarantor of the Educational Programme**
2. Anatolii A. Mazaraki, Doctor of Economic Sciences, Professor, Rector of the State University of Trade and Economics
3. Nina V. Merezko, Doctor of Technical Sciences, Professor, Head of the Department of Commodity Science and Customs Affairs
4. Kateryna A. Pirkovich, PhD in Technical Sciences, Associate Professor, Associate Professor of the Department of Commodity Science and Customs Affairs
5. Valentyna O. Poliuga, PhD in Technical Sciences, Associate Professor, Associate Professor of the Department of Commodity Science and Customs Affairs
6. Ivanna I. Chaban, fourth-year student, Group 21, Faculty of Trade and Marketing
7. Anna M. Andriushchenko, fourth-year student, Group 21, Faculty of Trade and Marketing

Reviews and Endorsements from External Stakeholders:

1. Petro Kovtun, General Director, Nova Liniya 1 LLC;
2. Tetiana Vlad-Moskalenko, Director of the Foreign Economic Activity Supply Chain Management Department, Nova Liniya 1 LLC.

LIST OF RECOMMENDED ELECTIVE COMPONENTS

Code	Educational Components	ECTS Credits
EC 1.	Life Safety	6
EC 2.	Product Safety and Environmental Protection	6
EC 3.	Product Aesthetics and Design	6
EC 4.	Cultural Heritage of Ukraine	6
EC 5.	Customs Brokerage Services	6
EC 6.	International Credit, Settlement and Foreign Exchange Operations	6
EC 7.	Fundamentals of Cybersecurity	6
EC 8.	Entrepreneurial Law	6
EC 9.	Legal Regulation of Foreign Economic Activity	6
EC 10.	Sociology	6
EC 11.	Merchandising: Antiques	6
EC 12.	Soft Skills	6
EC 13.	Commodity Science: Fuels and Lubricants	6
EC 14.	Commodity Science: Motor Vehicles	6
EC 15.	Commodity Science: Civilian Weapons	6
EC 16.	English for Specific Purposes	6

