

EDUCATIONAL PROGRAMME

Subject Area D7 Trade

Field of study D Business, administration and law

Higher Educational Cycle – First (bachelor's)

1- GENERAL INFORMATION	
The full name of the Institution of higher education and the Department	State University of Trade and Economics; Faculty of International Trade and Law; Department of World Economy
The degree of higher education and the name of the qualification in the language of the original	First (Bachelor's) cycle of higher education Qualification – Bachelor's degree in Entrepreneurship and Trade
Field of study	D Business, Administration and Law
Subject Area	D 7 Trade
The official name of the Educational Programme	International trade
Restrictions on Modes of Study	There are no restrictions.
Compliance with the higher education standard of the Ministry of Education and Science of Ukraine	Compliance with the Higher Education Standard of the Ministry of Education and Science of Ukraine (order No. 963 of 05.07.2024)
The type of the diploma and the volume of the educational programme	Bachelor's Diploma (single degree) The educational and professional programme comprises 240 ECTS credits. The standard period of study is 3 years and 10 months.
Accreditation Availability	Valid until 31 December 2027
Cycle, level of higher education	NQF of Ukraine – the 6th level, FQ-EHEA– the 1st cycle, EQF-LLL–the 6th level
Prerequisites for admission to the educational programme	Availability of a certificate of complete general secondary education (4th level of the National Qualifications Framework) Availability of a junior bachelor's degree, a professional junior bachelor's degree (5th level of the National Qualifications Framework)

Language(s) of Training	Ukrainian, English
Validity period of the Educational Programme	Until the approval of the new edition of the Educational Programme
Internet address of the permanent description of the Educational Programme	https://knute.edu.ua/
2- THE PURPOSE OF THE EDUCATIONAL PROGRAMME	
Training of highly qualified specialists capable of solving specialised tasks and practical tasks in the field of international trade, which involves the formation of skills, abilities and abilities to analyse, plan, organise and manage international trade relations at various hierarchical levels of world and national economies, as well as the corporate sphere	
3- CHARACTERISTICS OF THE EDUCATIONAL PROGRAMME	
<i>Subject area</i>	
<i>Object of study:</i> activities on the organisation and functioning of business and trade structures, which are carried out to achieve economic and social results. <i>Learning objectives:</i> training highly qualified specialists capable of solving practical problems and complex specialised tasks in entrepreneurship and trade. <i>Theoretical content of the subject area:</i> scientific theories, provisions, concepts, principles of entrepreneurship and trade, and the methodology for their use in the organisation and effective functioning of business and trade structures. <i>Methods, techniques and technologies:</i> general scientific and special methods, professional methods and technologies for solving problems of organisation, effective functioning and development of business and trade structures. <i>Tools and equipment:</i> information and communication systems and technologies, specialised instruments and equipment for trade and/or business, specialised software.	
<i>Orientation of the Educational Programme</i>	
Educational and professional, applied	
<i>Main focus of the Educational Programme</i>	
General education in the Subject area ‘Business, Administration and Law’, speciality ‘Trade’ with in-depth study of international trade relations between countries and regions of the world, international business operations and their international regulation. Keywords: trade, international trade, international business, international trade and economic law.	
<i>Features of the Programme</i>	
Combining theoretical training of higher education students with practical training in domestic and international companies, state and non-state foreign trade regulatory authorities, and international trade organisations. Development of hard skills	

(professional skills) and soft skills (non-specialised, supra-professional skills) in higher education students based on the Business Simulation Centre. Possibility of bilingual education (teaching disciplines in English, holding English-language round tables, seminars, discussions, workshops, etc.)
4 – EMPLOYABILITY AND FURTHER EDUCATION OF GRADUATES
<i>Employability</i>
According to the classification of professions SC 003:2010 as amended by the order of the Ministry of Economy of Ukraine dated 13 December 2024 No. 27751: 1452 Managers (managers) in wholesale trade and trade intermediation 1475.4 Manager (manager) of foreign economic activity 2419.2 Sales economist, Consultant on foreign economic issues, Expert on foreign economic issues 2441.2 International trade economist, Consultant on economic issues, Observer on economic issues 3415 Trade representative, Commercial trader, Industrial trader 3419 Supply organiser, sales organiser 3421 Trade broker (agent)
<i>Further training</i>
Graduates have the right to continue their studies at the second (master's) level of higher education. Acquisition of additional qualifications in the system of postgraduate education.
5–TEACHING AND ASSESSMENT
<i>Teaching and learning</i>
The balanced combination of classroom activities (lectures-discussions, seminars, practical classes in small groups, independent work with information sources, teacher consultations), distance learning and independent work based on problem-oriented, interactive learning and self-study.
<i>Assessment</i>
Assessment of student learning outcomes is carried out in accordance with the "Regulations on the Assessment of Student and Postgraduate Learning Outcomes at SUTE" and provides for the following control measures: current and final control, certification. Current control is carried out during practical/laboratory classes and based on the results of independent work tasks. It involves assessing students' theoretical preparation during seminar classes and the practical skills during laboratory/practical work tasks. Final control – control measures that provide for the establishment of compliance (measurement, evaluation) of the learning outcomes achieved by a person with the requirements of the educational program in terms of the relevant educational component,

which is carried out at the university in the form of a test and examination.
 Student learning outcomes at SUTE are assessed on a 100-point scale, where: 60-100 points – learning outcomes that give the student the right to obtain ECTS credits; 0-59 points – unsatisfactory learning outcomes that do not give the student the right to obtain ECTS credits.

6 - PROGRAMME COMPETENCES	
<i>Integral competence</i>	
The ability to solve complex, specialised tasks and problems in the areas of entrepreneurial and commercial activities, in particular in international trade, or in the process of learning, which involves the application of theories and methods of organizing and functioning of entrepreneurial and commercial structures and is characterized by the complexity and uncertainty of conditions	
<i>General Competence (GC)</i>	
GC 1	The ability for abstract thinking, analysis and synthesis.
GC 2	The ability to apply the acquired knowledge in practical situations.
GC 3	The ability to communicate in the state language both orally and in writing.
GC 4	The ability to communicate in a foreign language
GC 5	Skills in using information and communication technologies.
GC 6	The ability to search, process and analyse information from various sources.
GC 7	The ability to work in a team
GC 8	The ability to show initiative and entrepreneurship.
GC 9	The desire to preserve the environment.
GC 10	. The ability to act responsibly and consciously.
GC 11	The ability to exercise one's 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, and the rights and freedoms of man and citizen in Ukraine.
GC 12	The ability to preserve and increase moral, cultural, scientific values and achievements of society based on an understanding of 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, technology and technology, to use various types and forms of physical activity for active recreation and healthy lifestyle.
GC 13	The ability to make decisions and act in compliance with the principle of inadmissibility of corruption and any other manifestations of dishonesty.
<i>Special (professional, subject-specific) competencies (SC)</i>	
SC1	Critical understanding of the theoretical foundations of entrepreneurial and commercial activity.
SC2	The ability to choose and use appropriate methods and tools to justify decisions on the creation, functioning of business and trade structures. and trade activities.

SC3	The ability to operate in the interaction of market participants
SC4	The ability to apply innovative approaches in the activities of entrepreneurial and commercial structures.
SC5	The ability to apply innovative approaches in the activities of business and trade structures.
SC6	The ability to carry out activities in compliance with the requirements of regulatory and legal documents in the field of business and trade.
SC7	The ability to identify and perform professional tasks related to the organisation of entrepreneurial and commercial structures.
SC8	The ability to apply the basics of accounting and taxation in business and trading activities.
SC9	The ability to organise foreign economic activity of business and trade structures.
SC10	The ability to conduct business planning, evaluate market conditions and performance in the field of entrepreneurship and trade, taking into account risks.
SC11	<i>Knowledge of domestic and foreign practice of regulating international trade and economic activities¹.</i>
SC12	<i>The ability to analyse statistical and financial statements to determine the competitive position of international business entities.</i>
SC13	<i>Understanding of the principles of functioning of international trade entities in the context of globalisation and regionalisation processes.</i>
7 - PROGRAMME LEARNING OUTCOMES	
1	To use basic knowledge of business and trade, and critical thinking, analysis and synthesis skills for professional purposes.
2	To use the acquired knowledge to identify, formulate and solve problems in various practical situations in business and trade activities.
3	To have written and oral professional communication skills in the state and foreign languages.
4	To use modern computer and telecommunication technologies for the exchange and dissemination of professionally oriented information in the field of business and trade.
5	To organise the search, independent selection, and qualitative processing

¹ Special competences and programme learning outcomes, which reflect the focus of the educational programme, are indicated in italics

	of information from various sources to create databases in the field of business and trade.
6	To be able to work in a team, and have interpersonal skills that allow you to achieve professional goals.
7	To demonstrate entrepreneurship in various areas of professional activity and take responsibility for results.
8	To use the acquired knowledge and skills to initiate and implement measures in the field of environmental protection and safe operation of business and trade structures.
9	To know the requirements for the specialty due to the need to ensure sustainable development of Ukraine, its strengthening as a democratic, social and legal state.
10	To act in the socially responsible manner based on ethical, cultural, scientific values and achievements of society.
11	To have conceptual scientific and practical knowledge in the field of entrepreneurship and trade, necessary for further usage in practice.
12	To possess methods and tools to substantiate managerial decisions regarding the creation and functioning of entrepreneurial and commercial structures.
13	To use knowledge of forms of interaction between market participants to ensure the operation of entrepreneurial and commercial structures.
14	To apply innovative approaches in entrepreneurial and commercial activities.
15	To evaluate the characteristics of goods and services in entrepreneurial and commercial activities using modern methods.
16	To know the regulatory and legal framework governing the activities of entrepreneurial and commercial structures and apply it in practice.
17	To solve professional tasks related to the organization of entrepreneurial and commercial structures and address problems in crises, considering external and internal factors.
18	To know the basics of accounting and taxation in entrepreneurial and commercial activities.
19	To apply knowledge and skills to ensure effective organization of foreign economic activity of entrepreneurial and commercial structures, taking into account market conditions and applicable legal norms.
20	To know the basics of business planning, market situation assessment, and performance evaluation of entrepreneurial and commercial structures, considering risks.
21	To apply acquired knowledge to prevent corruption and any manifestations of dishonesty in entrepreneurial and commercial activities.

22	<i>To be able to solve professional tasks related to finding partners in international markets, planning and coordinating interactions with them.</i>
23	<i>To know and understand the basics of statistical accounting of international trade in goods and services.</i>
24	<i>To apply acquired knowledge to assess changes in commodity market conditions on international markets and make managerial decisions in crises considering external and internal influences.</i>

8 - RESOURCE SUPPORT FOR THE IMPLEMENTATION OF THE PROGRAMME

Staffing

Complies with the Licensing requirements for conducting educational activities. The implementation of the Educational Programme 'International Trade' is carried out by scientific and pedagogical specialists with a scientific degree and/or academic title who meet the requirements of the current legislation of Ukraine, have the 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, an Educational and Research Centre for Business Simulation and a Smart Library. All conditions are created for the education of people with disabilities. SUTE's social infrastructure is available.

Information, educational and methodological support

The ECTS Information Package is being developed for each educational program at the university.

Each student, through his personal account of the ACS "MIA: Education", can review and form his individual plan, view the curriculum, points earned by discipline, class schedule, and communicate with participants in the educational process.

Programmes, work programmes, syllabuses and assessment criteria for educational components are available 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 memoranda of cooperation between SUTE and other higher education institutions (research

institutions) of Ukraine in accordance with the law.
<i>International credit mobility</i>
The University has concluded cooperation agreements between SUTE and foreign higher education institutions, which provide for partnership exchanges and student training under international programmes and projects within the Erasmus+ programme.
<i>Studying of foreign higher education students</i>
It is carried out in accordance with the requirements of the current legislation.

1. LIST OF COMPONENTS OF THE EDUCATIONAL PROGRAMME AND THEIR LOGICAL CONSISTENCY

2.1. List of components of the educational programme

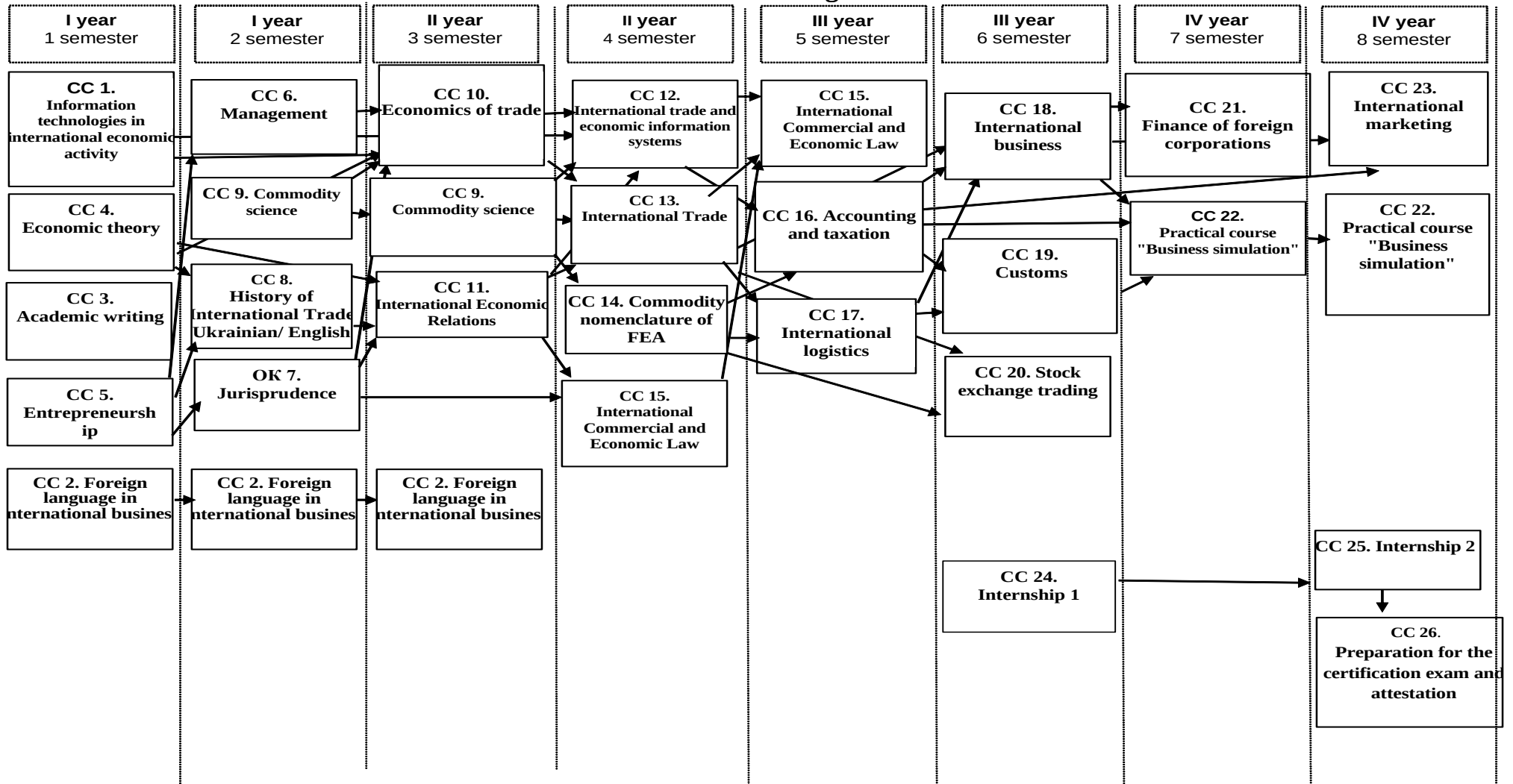
Code	Components of the Educational Programme	ECTS credits	The form of control
<i>Compulsory Components</i>			
CC 1.	Information Technologies in International Economic Activity	6	Examination
CC 2.	Foreign Language in International Business	18	Examination
CC 3.	Academic Writing	6	Examination
CC 4.	Economic Theory	6	Examination
CC 5.	Entrepreneurship	6	Examination
CC 6.	Management	6	Examination
CC 7.	Jurisprudence	6	Examination
CC 8.	History of International Trade (Ukrainian/ English)	6	Examination
CC 9.	Commodity Science	12	Examination
CC 10.	Economics of Trade	6	Examination
CC11.	International Economic Relations	6	Examination
CC 12.	International Trade and Economic Information Systems (Ukrainian/ English)	6	Examination
CC 13.	International Trade	6	Examination
CC 14.	Commodity Nomenclature of Foreign Economic Activity	6	Examination
CC 15.	International Commercial and Economic Law	12	Examination
CC 16.	Accounting and Taxation	6	Examination
CC 17.	International Logistics	6	Examination

CC 18.	International Business	9	Examination
CC 19.	Customs (Ukrainian/ English)	6	Examination
CC 20.	Stock Exchange Trading	6	Examination
CC 21.	Finance of Foreign Corporations	6	Examination
CC 22.	Practical Course "Business simulation"	9	Examination
CC 23.	International Marketing (Ukrainian/ English)	6	Examination
CC 24.	Internship 1	3	Credit
CC 25.	Internship 2	6	Credit
CC 26.	Preparation for the Certification Exam and Attestation	3	Certification
Total Volume of Compulsory Components:		180	
<i>Elective Components</i>			
EC1.	Educational component 1	6	Examination
EC 2.	Educational component 2	6	Examination
EC 3.	Educational component 3	6	Examination
EC 4.	Educational component 4	6	Examination
EC 5.	Educational component 5	6	Examination
EC 6.	Educational component 6	6	Examination
EC 7.	Educational component 7	6	Examination
EC 8.	Educational component 8	6	Examination
EC 9.	Educational component 9	6	Examination
EC 10.	Educational component 10	6	Examination

Total Volume of Elective Components:	60	
TOTAL VOLUME OF THE EDUCATIONAL PROGRAMME	240	

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

2.2. Structural and logical scheme of EP



3. Form of certification of higher education students

Certification is carried out in the form of a certification examination. The attestation examination should include the assessment of learning outcomes defined by the Standard of Higher Education of Ukraine and the relevant Educational Programme.

4.MATRIX OF COMPLIANCE OF PROGRAMME COMPETENCES WITH THE 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	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
GC1	*	*	*	*		*		*	*		*			*			*			*				*	*	*
GC2					*	*				*	*		*	*			*	*	*	*	*	*	*	*	*	*
GC3			*					*				*	*						*		*			*	*	*
GC 4		*					*	*				*			*				*				*	*	*	*
GC 5	*	*			*							*				*		*	*	*	*	*	*	*	*	*
GC 6									*				*	*	*		*	*	*	*	*	*	*	*	*	*
GC 7		*			*	*					*					*		*				*	*	*	*	*
GC 8		*			*		*						*		*	*		*		*			*	*	*	*
GC 9					*					*	*													*	*	*
GC 10				*			*	*	*			*		*			*				*			*	*	*
GC 11		*		*		*	*								*				*					*	*	*
GC12	*		*			*																		*	*	*
GC 13				*	*		*		*	*	*	*		*		*			*	*	*			*	*	*
SC1			*	*		*	*		*	*	*			*					*			*		*	*	*
SC2					*	*							*					*		*			*	*	*	*
SC3		*			*	*	*				*	*							*	*	*		*	*	*	*
SC 4	*		*		*	*					*					*				*	*		*	*	*	*
SC 5									*			*	*	*			*		*		*			*	*	*
SC 6			*				*	*						*	*		*		*	*	*			*	*	*
SC 7		*			*					*			*					*			*	*	*	*	*	*
SC 8																*			*					*	*	*
SC 9	*				*	*								*			*	*	*		*			*	*	*
SC 10					*				*		*		*	*	*			*	*	*	*		*		*	*
SC11												*							*					*	*	*
SC 12	*									*		*						*		*	*	*	*	*	*	*
SC 13										*	*	*	*		*		*	*		*		*	*	*	*	*

5. MATRIX OF PROVISION OF PROGRAM LEARNING OUTCOMES BY COMPULSORY COMPONENTS OF THE EDUCATIONAL PROGRAM

Components / programme learning outcomes	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	CC2 2	CC 23	CC 24	CC 25	CC 26
1	*		*	*	*	*	*		*		*		*	*						*				*	*	*
2	*				*							*	*	*			*	*		*		*	*	*	*	*
3		*	*			*					*	*	*					*						*	*	*
4	*															*		*		*	*	*		*	*	*
5	*	*	*		*				*			*	*	*	*					*			*	*	*	*
6			*		*	*	*	*		*							*		*		*	*	*	*	*	*
7					*					*	*						*	*		*	*		*	*	*	*
8		*	*			*					*						*							*	*	*
9	*			*	*						*		*				*							*	*	*
10			*		*													*				*	*	*	*	*
11			*	*	*		*		*	*	*			*	*		*					*		*	*	*
12	*	*	*		*	*												*			*			*	*	*
13											*	*	*					*		*	*		*	*	*	*
14	*				*	*				*						*		*					*	*	*	*
15									*	*		*	*	*						*				*	*	*
16				*			*	*						*	*		*		*		*			*	*	*
17	*				*						*	*						*						*	*	*
18									*	*			*			*						*		*	*	*
19		*		*			*						*	*	*		*							*	*	*
20	*				*						*		*		*			*		*		*		*	*	*
21		*		*	*	*	*	*	*	*	*	*		*					*				*	*	*	*
22		*											*					*			*	*	*	*	*	*
23	*								*			*		*		*			*	*				*	*	*
24										*	*	*	*				*				*			*	*	*

Developed by the working group consisting of

1. Duginets Ganna, Doctor of Sciences (Economics), Professor, **Head of the Department of World Economy, Director of the Bachelor's degree programme** working group
2. Lezhepiokova Viktoriia, PhD in Economics, Associate Professor of the Department of World Economy. Guarantor of the Educational Programme
3. Novak Olena, PhD in Economics, Associate Professor of the Department of World Economy
4. Honcharenko Olena, PhD in Economics, Associate Professor, Associate Professor of the Department of World Economy
5. Kulbaka Anastasiia – a student of the first-cycle (Bachelor's) higher education programme “International Trade”

Reviews and feedback from external stakeholders:

1. Shchelkunov Volodymyr, Doctor of Economics, Professor, Academician of the Ukrainian Academy of Sciences, Member of the Government Committee of the Cabinet of Ministers of Ukraine, President of the Association “Ukrainian National Committee of the International Chamber of Commerce”
2. Bondar Anna, Manager of Foreign Economic Activities of LLC "Export Support Centre KCCI"

LIST OF RECOMMENDED ELECTIVE COMPONENTS

Code	Educational components	ECTS credits
EC 1.	Second foreign language	12
EC 2.	E-commerce and fulfilment	6
EC 3.	European integration	6
EC 4.	International exhibition activities	6
EC 5.	International Trade in High-Tech Products	6
EC 6.	International Trade in Fuel and Energy Products	6
EC 7.	International Trade in Agricultural Products	6
EC 8.	International Trade in Machinery and Equipment	6
EC 9.	International Trade in Extractive Industry Products	6
EC 10.	International Trade in Arms	6
EC 11.	International Trade in Services	6
EC12.	International relations and world politics	6
EC 13.	Business psychology	6
EC 14.	Consumer behaviour	6
EC 15.	Communication English Tailored Course	6
In order to ensure the formation of an individual educational trajectory, taking into account the provisions of Article 62 of the Law of Ukraine "On Higher Education", applicants may choose components of the educational program from other educational programs, both similar and other levels of higher education, in agreement with the dean of the faculty. ²		6

² The procedure for forming an individual educational trajectory is regulated by the Regulations on the Organization of the Educational Process of Students URL:

<https://knute.edu.ua/file/MjkwNQ==/15ea4be1bb79f7e282d6cb35edfaf027.pdf>

Аркуш реєстрації змін

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ЛИСТ ПОГОДЖЕННЯ
освітньо-професійної програми і навчальних планів
«Міжнародна торгівля»
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 світової економіки ДТЕУ

_____ Ганна ДУГІНЕЦЬ
(підпис) (ім'я, прізвище)
_____ 20____

Погоджено

Керівник групи забезпечення спеціальності ДТЕУ

_____ Анатолій МАЗАРАКІ
(підпис) (ім'я, прізвище)
_____ 20____

Погоджено

Гарант освітньої програми ДТЕУ

_____ Вікторія ЛЕЖЕПЬОКОВА
(підпис) (ім'я, прізвище)
_____ 20____

Погоджено

Президент Асоціації «Український національний комітет Міжнародної торгової палати»

_____ Володимир ЩЕЛКУНОВ
(підпис) (ім'я, прізвище)
_____ 20____

Погоджено

Менеджер із зовнішньоекономічної діяльності ТОВ "Центр підтримки експорту КТПП"

_____ Анна БОНДАР
(підпис) (ім'я, прізвище)
_____ 20____

Погоджено

Представник РСС факультету міжнародної торгівлі та права ДТЕУ

_____ (підпис) (ім'я, прізвище)
_____ 20____

