

3. EDUCATIONAL PROGRAMME

Head of the Project Team
(Director of the Educational
Programme)

PhD in Economics, Associate
Professor Piankova O.V.

3.1. EDUCATIONAL PROGRAMME PROFILE “Management of Foreign Economic Activity” in the subject area D3 Management

1- GENERAL INFORMATION	
Full name of HEI and structural subdivision	State University of Trade and Economics Faculty of International Trade and Law Department of International Management
Higher education level and qualification name in the original language	The first (bachelor's) cycle of higher education Qualification - Bachelor of Management
Field of knowledge	D Business, Administration and Law
Subject Area	D3 Management
Name of educational programme	Management of Foreign Economic Activities
Restrictions on Modes of Study	There are no restrictions
Compliance with the higher education standard of the Ministry of Education and Science of Ukraine	Meets the Higher Education Standard of the Ministry of Education and Science of Ukraine (Order No. 1165 dated 29.10.2018)
Diploma Type and Educational Programme Volume	Bachelor's degree, single. The volume of the study and professional program is 240 ECTS credits. The normative term of preparation is 3 years and 10 months
Accreditation availability	Certificate of accreditation of the study program IR-0978-1/7, valid until 30 .09. 2031 issued by ZEVA (Germany)
Cycle, higher education level	NQF of Ukraine – level 6, FQ-EHEA – first cycle, EQF-LLL-level 6
Prerequisites for admission to the educational programme	Having a complete general secondary education or qualification junior specialist, junior bachelor
Language(s) of teaching	Ukrainian, English
Term of validity of the educational programme	Until the approval of the new edition of the educational and professional program
Internet address of permanent placement of the educational programme description	https://knute.edu.ua/

2- PURPOSE OF EDUCATIONAL PROGRAMME
Training of highly qualified specialists through an optimal combination of managerial, economic and legal components, which enables graduates to make and implement management decisions in the field of foreign economic activity, related to planning, organization of foreign economic operations, formation of enterprise development strategies, access to foreign sales markets; formation of the knowledge base of students of higher education for practical activities in the field of management of foreign economic activity
3- CHARACTERISTICS OF EDUCATIONAL PROGRAMME
<i>Subject area</i>
Object of study: management of organizations and their units. Training goals: 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, regularities, principles, historical prerequisites of management development; concepts of systemic, situational, adaptive, anticipatory, anti-crisis, innovative, project management, etc.; functions, methods, technologies and managerial decisions in management. Methods, techniques and technologies: general scientific and specific research methods (calculation-analytical, economic-statistical, economic-mathematical, expert assessment, factual, sociological, documentary, balance, etc.); methods of implementing management functions (marketing research methods; methods of economic diagnostics; methods of forecasting and planning; methods of designing organizational management structures; methods of motivation; methods of control; methods of evaluating social, organizational and economic efficiency in management, etc.); management methods (administrative, economic, socio-psychological, technological); technologies for justifying 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.
<i>Orientation of educational programme</i>
Educational and professional, applied
<i>Main focus of educational programme</i>
The program is aimed at acquiring competencies and achieving program learning outcomes in the field of foreign economic activity management with in-depth study of the organization of foreign trade operations, a high level of proficiency in foreign languages. Keywords: management, foreign economic activity, subject of foreign economic activity, foreign trade operation
<i>Programme features</i>
Requires a combination of theoretical component and practical training at enterprises - subjects of foreign economic activity, in ministries and institutions that regulate foreign economic activity. In-depth knowledge of a foreign language.
4 – EMPLOYABILITY AND FURTHER EDUCATION OPPORTUNITIES FOR GRADUATES

<i>Employability</i>
Graduates of this educational and professional program can find employment at enterprises-entities of foreign economic activity, in international companies, international financial and economic, government and other organizations. According to the National Classification of Occupations DK 003:2010, as amended and approved by Order No. 27751 of the Ministry of Economy of Ukraine dated 13 December 2024: 14.52 Manager (Administrator) in Wholesale Trade 14.75.4 Manager (Administrator) for Foreign Economic Activity 14.75.4 Sales Manager (Administrator) 2419.2 Consultant on Foreign Economic Affairs 2419.2 Expert on Foreign Economic Affairs 3422 Customs Clearance Agent 3415 Commercial Trader 3419 Specialist in Finance and Trade 3449 Export Inspector
<i>Further learning</i>
A bachelor can continue his studies at the second (master's) cycle of higher education. Acquisition of additional qualifications in the postgraduate education system.
5- TEACHING AND ASSESSMENT
<i>Teaching and learning</i>
A balanced combination of classroom activities (lectures-discussions, practical classes, independent work with information sources, teacher consultations), distance learning and independent work on the basis of student-centered, 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 classes and based on the results of completing independent work tasks. It involves assessing the theoretical preparation of students during practical classes and acquired practical skills during the completion of tasks. Final control - control measures that provide for establishing compliance (measurement, evaluation) of the learning outcomes obtained 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 exam. 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 COMPETENCIES
<i>Integral Competency</i>

The ability to solve complex specialized tasks and practical *management* problems, which are characterized by the complexity and uncertainty of conditions, in the field of management of *foreign economic activity* or in the learning process, which involves the application of theories and methods of social and behavioral sciences

General competencies

1	The ability to exercise one's rights and obligations as a member of society, to realize the values of civil (democratic) society and the need for its sustainable development, the rule of law, the rights and freedoms of man and citizen in Ukraine.
2	The ability to preserve and increase moral, cultural, scientific values and increase the achievements of society based on 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, technology and engineering, to use various types and forms of physical activity for active recreation and leading a 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 activity.
6	The ability to communicate in the state language both orally and in writing.
7	The ability to communicate in a foreign language.
8	8. Skills in using 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, adhering to the principle of inadmissibility of corruption and any other manifestations of dishonesty

Special competencies

1	The ability to define and describe the characteristics of the organization.
2	The ability to analyze the results of the organization's activities, to compare them with the factors influencing the external and internal environment.
3	The ability to determine the prospects of the organization's development.
4	The ability to determine the functional areas of the organization and the connections 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 the activities of the organization and manage time.
9	The ability to work in a team and establish interpersonal interaction when solving professional tasks.
10	The ability to evaluate the work performed, ensure their quality and motivate the organization's personnel.
11	The ability to create and organize effective communications in the management process.
12	The ability to analyze and structure the problems of the organization, to form reasonable solutions.
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 form and demonstrate leadership qualities and behavioral skills.
16	<i>The ability to organize foreign trade operations taking into account the peculiarities of regulation of foreign economic activity.</i>
17	<i>To understand the mechanism of taxation of foreign economic activity, features of foreign exchange operations, specifics of international calculations, methods of pricing in foreign economic activity, algorithm of entering the foreign market</i>
7- PROGRAMME LEARNING OUTCOMES	
1	To know the rights and responsibilities as a member of society, to be aware of the values of civil society, the rule of law, the rights and freedoms of a person and a citizen in Ukraine.
2	To preserve moral, cultural, scientific values and increase the achievements of society, to use various types and forms of physical activity to lead a healthy lifestyle.
3	To demonstrate knowledge of theories, methods and functions of management, modern concepts of leadership.
4	To demonstrate skills in problem identification and justification of management decisions.
5	To describe the content of the organization's functional areas.
6	To demonstrate the skills of searching, collecting and analyzing information, calculating indicators to substantiate management decisions.
7	To demonstrate organizational design skills.
8	To apply management methods to ensure the effectiveness of the organization's activities
9	To demonstrate interaction, leadership, and teamwork skills
10	To have the skills to substantiate effective tools for motivating the organization's personnel.
11	To demonstrate the skills of situation analysis and communication in various areas of the organization.
12	To assess the legal, social and economic consequences of the organization's functioning.
13	To communicate orally and in writing in national and foreign languages.
14	To identify the causes of stress, adapt yourself and team members to a stressful situation, find means to neutralize it.
15	To demonstrate the ability to act in a socially responsible and socially conscious manner based on ethical considerations (motives), respect for diversity and interculturality.
16	To demonstrate the skills of independent work, flexible thinking, openness to new knowledge, be critical and self-critical.
17	To carry out research individually and/or in a group under the guidance of a leader.
18	<i>To determine and substantiate the strategy of entering the foreign market, conduct negotiations with counterparties, draw up standard contracts, and monitor their implementation.</i>
19	<i>To determine and distribute the costs, risks and responsibilities of the parties in accordance with the terms of the contract.</i>
20	<i>To demonstrate the skills of declaring goods, placing them in different customs regimes, calculating the customs value, customs payments, and forming the price when conducting foreign trade transactions.</i>

8- RESOURCE PROVISION FOR PROGRAMME IMPLEMENTATION	
<i>Staffing</i>	
Fully complies with the Licensing Requirements for the Conduct of Educational Activities. The implementation of the study and professional program "Management of Foreign Economic Activity" 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 and 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 scientific and pedagogical workers undergo internships / advanced training every five years.
<i>Material and technical support</i>
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” operate. The university is equipped with modern computer classes with specialized software, a Business Simulation Educational and Scientific Center operates, and a Smart Library operates. All conditions have been created for the education of persons with disabilities. The social and household infrastructure of SUTE is available.
<i>Information and educational and methodological support</i>
For each educational programme at the university, an ECTS Information Package is being developed. Each student, through his personal account of the ACS "MIA: Education", can review and form his own individual plan, view the curriculum, points earned by disciplines, class schedule, and communicate with participants in the educational process. Programs, work programs, discipline syllabi, and assessment criteria for educational components are posted on the corporate distance learning platform. The university's electronic repository provides full-text access to SUTE scientific and educational literature, manuscripts of qualification works and dissertations for obtaining scientific degrees. For the convenience of higher education applicants, the university has developed a Catalog of Academic Disciplines, according to which students have the right to choose selective educational components.
9- ACADEMIC MOBILITY
<i>National credit mobility</i>
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.
<i>International credit mobility</i>
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.
<i>Learning of foreign students</i>
It is carried out in accordance with the requirements of current legislation.

2. LIST OF EDUCATIONAL PROGRAMME COMPONENTS AND THEIR LOGICAL SEQUENCE

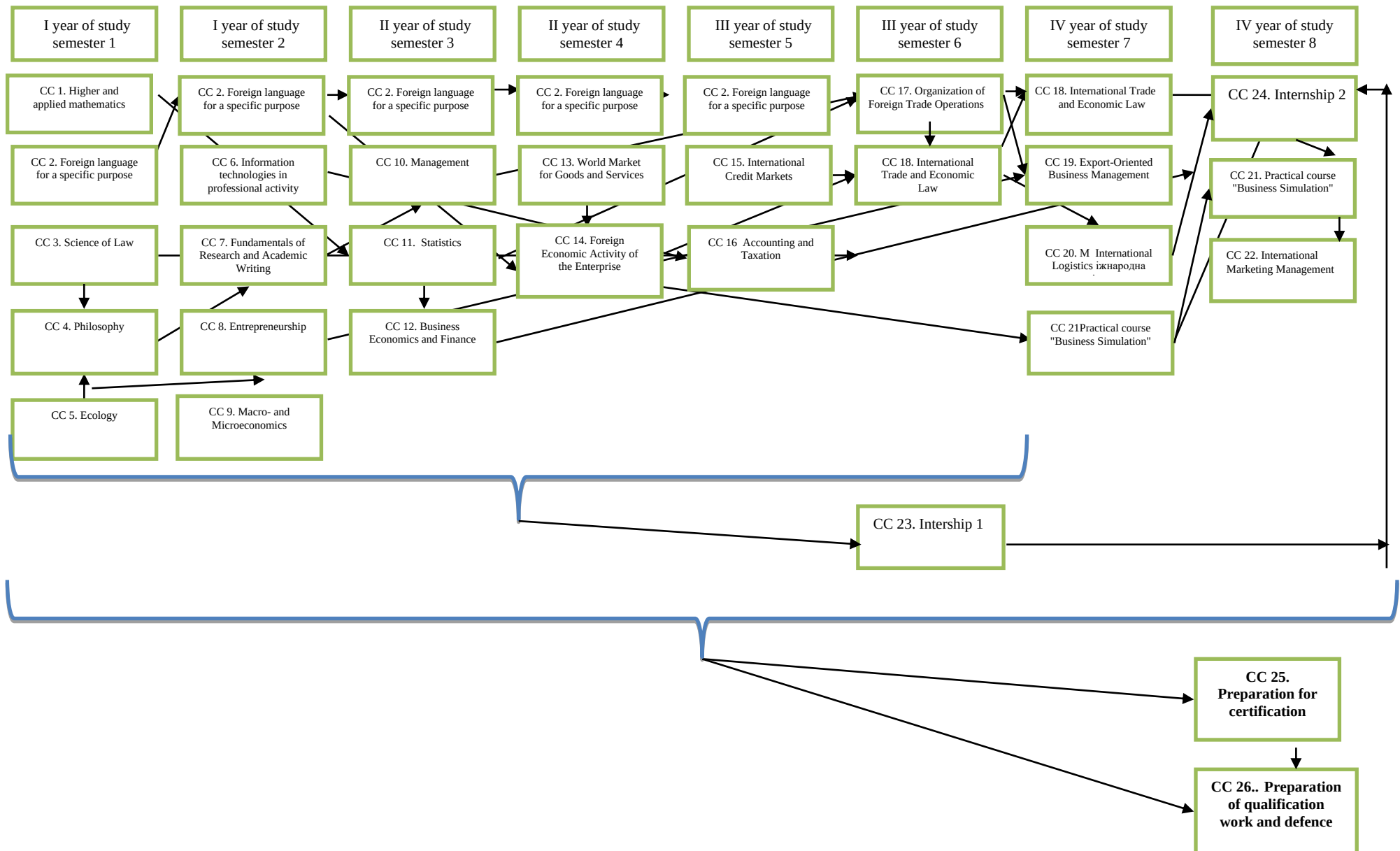
2.1. List of EP components

Code	Educational program components	ECTS credits	Control form
<i>Compulsory components</i>			
CC 1.	Higher and Applied Mathematics	6	Exam
CC 2.	Foreign Language for Specific Purpose	27	Exam
CC 3.	Science of Law	6	Exam
CC 4.	Philosophy	6	Exam
CC 5.	Ecology	6	Exam
CC 6.	Information Technologies in Professional Activity	6	Exam
CC 7.	Fundamentals of Research and Academic Writing	3	Exam
CC 8.	Entrepreneurship	6	Exam
CC 9.	Macro- and Microeconomics	6	Exam
CC 10.	Management	6	Exam
CC 11.	Statistics	6	Exam
CC 12.	Business Economics and Finance	6	Exam
CC 13.	World Market for Goods and Services	6	Exam
CC 14.	Foreign Economic Activity of the Enterprise	6	Exam
CC 15.	International Credit Markets	6	Exam
CC 16.	Accounting and Taxation	6	Exam
CC 17.	Organization of Foreign Trade Operations	9	Exam
CC 18.	International Trade and Economic Law	12	Exam
CC 19.	Export-Oriented Business Management	6	Exam
CC 20.	International Logistics	6	Exam
CC 21.	Practical course "Business Simulation"	9	Exam
CC 22.	International Marketing Management	6	Exam
CC 23.	Internship 1	6	Credit
CC 24.	Internship 2	3	Credit
CC 25.	Preparation for certification	3	
CC 26.	Preparation of qualification work and defence	6	Defence
Total amount of compulsory components:		180	
<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
EC10.	Educational component 10	6	Exam

Total amount of elective components:	60	
TOTAL VOLUME OF EDUCATIONAL PROGRAMME	240,0	

Students choose elective academic disciplines through their personal account on the portal "MIA: Education". Descriptions of academic disciplines and their prerequisites are presented in the Catalog of Academic Disciplines of SUTE

2.2. Structural and logical scheme of educational programme



3. THE FORM OF CERTIFICATION OF THE STUDENTS

Certification is carried out in the form of a public defense of the qualification work. The qualification work involves solving a complex specialized task or practical problem in the field of management, characterized by complexity and uncertainty of conditions, with the application of theories and methods of economic science. The qualification work should not contain academic plagiarism, falsification and copying. The qualification work must be published on the official website or in the repository of the higher education institution.

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

components / 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	CC13.1	CC 14	CC 15	CC 16	CC 17	CC 17.1	CC 18	CC 19	CC 20	CC 21	CC 22	CC 23	CC 24	CC 25	CC 26
general	1			•	•	•																						•	•
	2				•	•																						•	•
	3	•						•	•	•		•	•	•	•	•	•	•	•	•		•		•	•	•	•	•	•
	4							•	•		•			•	•	•	•		•	•		•	•		•	•	•		•
	5							•			•		•			•	•		•	•		•			•	•	•	•	•
	6							•			•					•	•		•	•		•		•	•	•	•	•	•
	7		•					•								•	•		•	•	•			•		•	•	•	•
	8						•				•			•	•	•	•		•	•		•	•		•	•	•	•	•
	9								•		•					•					•	•			•	•	•	•	•
	10							•	•			•		•	•	•			•	•		•		•	•	•	•		•
	11								•							•			•	•		•		•	•	•	•	•	•
	12								•							•						•			•	•	•		•
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	14				•	•			•		•			•	•	•	•		•	•	•	•	•	•		•	•	•	•
	15				•	•			•		•										•					•	•		•
	16			•															•							•	•	•	•
special	1							•					•				•					•				•	•	•	•
	2							•	•	•		•	•	•	•	•	•	•	•	•		•	•			•	•	•	•
	3								•	•				•	•	•			•	•		•		•	•	•	•	•	•
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	9										•											•				•	•	•	•
	10										•											•			•	•	•	•	•
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	16													•	•	•	•	•	•	•	•	•				•	•	•	•
	17															•	•	•	•	•	•	•		•		•	•	•	•

5. MATRIX OF PROVISION OF PROGRAMME LEARNING OUTCOMES WITH 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	CC 10	CC 11	CC 12	CC 13	CC 13.1	CC 14	CC 15	CC 16	CC 17	CC 17.1	CC 18	CC 19	CC 20	CC 21	CC 22	CC 23	CC 24	CC 25	CC 26
1			•	•	•													•							•	•	•	•
2				•	•																				•	•	•	•
3										•											•			•	•	•	•	•
4	•						•	•		•		•	•	•	•	•		•	•		•	•	•	•	•	•	•	•
5									•	•		•												•	•	•	•	•
6						•	•	•	•	•	•	•	•	•	•	•	•	•	•		•	•	•	•	•	•	•	•
7															•								•		•	•	•	•
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10										•															•	•	•	•
11	•						•	•	•	•	•	•			•			•	•		•	•	•	•	•	•	•	•
12			•		•			•				•			•			•	•	•	•		•		•	•	•	•
13		•					•	•		•					•	•		•	•	•	•	•	•	•	•	•	•	•
14								•		•															•	•	•	•
15				•	•			•		•					•			•	•	•	•		•		•	•	•	•
16							•	•		•			•	•							•	•	•	•	•	•	•	•
17							•	•		•			•	•	•			•	•	•	•		•	•	•	•	•	•
18	•												•	•	•			•	•	•	•	•	•	•	•	•	•	•
19															•			•	•	•	•	•	•		•	•	•	•
20															•	•	•	•	•	•		•		•		•	•	•

LIST OF RECOMMENDED ELECTIVE COMPONENTS

Code	Educational components	ECTS credits
EC 1.	Second foreign language	6
EC 2.	Economic history of the world of Ukraine	6
EC 3.	Foreign economic relations	6
EC 4.	Information systems and technologies in foreign economic activity management	6
EC 5.	Team building	6
EC 6.	Country studies	6
EC 7.	International management of corporations	6
EC 8.	International credit and settlement and currency operations	6
EC 9.	Operational management	6
EC 10.	Management psychology	6
EC 11.	Self-management	6
EC 12.	International trade and economic information systems	6
EC 13.	Strategic management and change management	6
EC 14.	Commodity studies	6
EC 15.	Career management	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 programme from other educational programmes, both similar and other levels of higher education, in agreement with the dean of the faculty.	