

### 3. Educational Programme

#### 3.1. Educational Programme Profile «Commodity Science and Foreign Trade Organization» according to the Subject Aarea D7 «Trade»

Project team leader (Guarantor of the Educational Programme) –  
O. R. Mokrousova, Doctor of Technical Sciences, Professor

| 1 – GENERAL INFORMATION                                      |                                                                                                                                                                                    |
|--------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Full name of IHE and structural unit                         | State University of Trade and Economics<br>Faculty of Trade and Marketing<br>Department of Commodity Science and Customs Affairs                                                   |
| Academic degree and qualification title in the original      | Second (Master's) Level of Higher Education<br>Qualification – Master of Entrepreneurship and Trade                                                                                |
| Field of knowledge                                           | Business, Administration and Law                                                                                                                                                   |
| Speciality                                                   | D7 Trade                                                                                                                                                                           |
| Study programme title                                        | Commodity Science and Foreign Trade Organization                                                                                                                                   |
| Restrictions on mode of study                                | No restrictions                                                                                                                                                                    |
| Standards of conformity                                      | Complies with the Higher Education Standard of the Ministry of Education and Science of Ukraine (Order No. 962 of July 5, 2024)                                                    |
| Qualification title (degree), programme credits and duration | Master's Diploma, single degree.<br>The workload of the educational and professional programme is 90 ECTS credits.<br>The normative duration of study is 1 year and 4 months.      |
| Accreditation status                                         | Accreditation Certificate for the Specialty UD 11017643, valid until December 31, 2027, issued by the Accreditation Commission of the Ministry of Education and Science of Ukraine |
| Cycle/Level                                                  | NQF of Ukraine – Level 7, FQ-EHEA – Second Cycle,<br>EQF-LLL – Level 7                                                                                                             |
| Academic backgrounds                                         | Bachelor's Degree (NQF Level 6) or higher                                                                                                                                          |
| Language(s) of instruction                                   | Ukrainian                                                                                                                                                                          |
| Programme duration                                           | until the approval of a new edition of the Educational and Professional Programme                                                                                                  |
| Study programme link                                         | <a href="https://knute.edu.ua/">https://knute.edu.ua/</a>                                                                                                                          |

| 2 – EDUCATIONAL PROGRAMME AIM                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
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| Formation and development of professional competencies in the field of trade and foreign economic activity, aimed at acquiring knowledge, skills, and abilities necessary for making scientific and practical decisions and independently executing complex tasks of a research and innovative nature                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| 3 – EDUCATIONAL PROGRAMME GENERAL INFORMATION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <i>Subject Area</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| <p><b>Objects of study:</b> activities of business entities within entrepreneurial and trade structures related to the production and circulation of goods and services, carried out to ensure their effective management and development.</p> <p><b>Aims of training:</b> training specialists capable of solving complex tasks and problems in the field of entrepreneurship and trade or in the process of study, which involves conducting research and/or implementing innovations under uncertain conditions and requirements.</p> <p><b>Theoretical content of the field of study:</b> scientific theories, provisions, concepts, and principles of entrepreneurship and trade, along with the methodology of their application for the effective management and development of entrepreneurial and trade structures.</p> |
| <p><b>Methods, methodologies, and technologies:</b> a system of innovative methods, professional management methodologies and technologies, modern digital technologies.</p> <p><b>Tools and equipment:</b> information and communication systems, devices and equipment (computer hardware, specialized software).</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <i>Educational programme orientation</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Educational and professional, applied, research-oriented.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| <i>Educational programme main focus</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <p>Specialized education in the field of knowledge D «Business, Administration and Law» according to the subject area D7 «Trade» involving an in-depth study of the theoretical, methodological, and commodity science fundamentals for solving tasks and making innovative decisions in trade and foreign economic activity; developing knowledge and skills for expert research, evaluation activities, and product competitiveness management in the field of international trade.</p> <p>Keywords: trade, commodity science, foreign economic activity, expert assessment, foreign trade.</p>                                                                                                                                                                                                                                |
| <i>Programme features</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |

The programme provides in-depth theoretical and specialized practical training and is implemented within an active research environment.

The programme requires specialized practical training in trade structures and organizations engaged in foreign economic activity.

It offers opportunities for implementing academic mobility programmes for participants in the educational process.

#### **4 – EMPLOYABILITY OF GRADUATES AND OPPORTUNITIES FOR FURTHER STUDY**

##### ***Employability***

Graduates of the programme may hold entry-level positions, as well as managerial positions, in accordance with the professional job titles included in the following occupational groups under the National Classification of Professions DK 003:2010:

1221.2 Head of Department;

1224 Retail Trade Enterprise Manager / Head of Retail Enterprise;

1224 Head of Trade and Economic Mission;

1229.1 Chief Inspector;

1229.1 Chief State Inspector;

1229.1 Deputy Director of Department - Head of Department;

1229.1 Deputy Head of (Independent) Directorate - Head of Department;

1229.1 Head of Department (within a Directorate);

1229.1 Head of Department (Central Government Authorities);

1229.1 Director of Department;

1229.3 Head of Service;

1229.7 Chief Expert;

1235 Head of External Cooperation Department;

1237.1 Chief Commodity Expert / Chief Commodity Scientist;

1238 Head of Agency (Structural Unit) for Standardization, Certification, and Quality;

|                                                                                                                                                                                                                                         |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1314 Director (Manager) of a Small Trade Firm;                                                                                                                                                                                          |
| 1317 Agency Manager (Insurance, Trade, Real Estate, Advertising, etc.);                                                                                                                                                                 |
| 1451 Trade Manager (Vehicles);                                                                                                                                                                                                          |
| 1452 Wholesale Trade Manager;                                                                                                                                                                                                           |
| 1453 Non-Food and Household Goods Retail Trade Manager;                                                                                                                                                                                 |
| 1454 Food Retail Trade Manager;                                                                                                                                                                                                         |
| 1475.4 Foreign Economic Activity Manager;                                                                                                                                                                                               |
| 1475.4 Supply Manager;                                                                                                                                                                                                                  |
| 1475.4 Sales Manager;                                                                                                                                                                                                                   |
| 1493 Quality Systems Manager;                                                                                                                                                                                                           |
| 2310.2 Assistant Lecturer / Assistant Professor;                                                                                                                                                                                        |
| 2419.2 Foreign Economic Affairs Expert;                                                                                                                                                                                                 |
| 2419.2 Foreign Economic Affairs Consultant;                                                                                                                                                                                             |
| 2419.2 Market Research Specialist-Analyst;                                                                                                                                                                                              |
| 2419.3 State Expert;                                                                                                                                                                                                                    |
| 2429 Expert;                                                                                                                                                                                                                            |
| 2429 Forensic Expert;                                                                                                                                                                                                                   |
| 2433.1 Junior Research Associate (Information Analytics);                                                                                                                                                                               |
| 2433.1 Research Associate (Information Analytics);                                                                                                                                                                                      |
| 2433.1 Research Associate-Consultant (Information Analytics).                                                                                                                                                                           |
| <b><i>Further study</i></b>                                                                                                                                                                                                             |
| Graduates of this educational programme have the right to continue their studies at the third (educational and scientific) level of higher education and acquire additional qualifications within the system of postgraduate education. |
| <b>5 – TEACHING AND ASSESSMENT</b>                                                                                                                                                                                                      |
| <b><i>Teaching and Learning</i></b>                                                                                                                                                                                                     |

A balanced combination of classroom-based learning (lecture-discussions, practical classes, independent work with information sources, faculty consultations), blended/distance learning, and independent study based on problem-based, interactive learning, self-study, and learning through practical training.

### ***Assessment***

Assessment of student learning outcomes is carried out in accordance with the «Regulations on the Assessment of Student and Postgraduate Learning Outcomes at the SUTE» and the «Regulations on the Organization of the Educational Process for Students», and involves the following control measures: continuous and summative assessment, and qualification certification.

Continuous assessment is conducted during practical/laboratory classes and based on the results of independent study assignments. It involves evaluating students' theoretical preparation and acquired practical skills during the execution of laboratory/practical tasks.

Summative assessment comprises control measures aimed at verifying (measuring, assessing) the correspondence of an individual's achieved learning outcomes to the requirements of the educational programme regarding the respective educational component, conducted at the university in the form of an exam.

Student learning outcomes at the SUTE are assessed on a 100-point scale, where: 60-100 points denote learning outcomes that entitle the student to earn ECTS credits; 0-59 points denote unsatisfactory learning outcomes that do not entitle the student to earn ECTS credits.

## **6 – PROGRAMME COMPETENCES**

### ***Integral competence***

The ability to solve complex tasks and problems in the field of entrepreneurship and trade or in the process of learning, which involves conducting research and/or implementing innovations under uncertain conditions and requirements.

### ***General competences***

|      |                                                                                                                                                                        |
|------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| GC 1 | Ability to adapt and act in a new situation                                                                                                                            |
| GC 2 | Ability to identify, pose, and solve problems                                                                                                                          |
| GC 3 | Ability to motivate people and move toward a common goal                                                                                                               |
| GC 4 | Ability to communicate with representatives of other professional groups at various levels (with experts from other fields of knowledge / types of economic activity). |
| GC 5 | Commitment and perseverance regarding the set tasks and accepted responsibilities                                                                                      |
| GC 6 | Ability to evaluate and ensure the quality of performed work                                                                                                           |

### ***Specialized (professional, subject-specific) competences***

|      |                                                                                                                                                          |
|------|----------------------------------------------------------------------------------------------------------------------------------------------------------|
| SC 1 | Ability to develop and implement a development strategy for entrepreneurial and trade structures                                                         |
| SC 2 | Ability to assess products, goods, and services in entrepreneurial and trade activities                                                                  |
| SC 3 | Ability to effectively manage the operations of business entities in the field of entrepreneurship and trade                                             |
| SC 4 | Ability to resolve problematic issues and make management decisions in professional activities                                                           |
| SC 5 | Ability to initiate and implement innovative projects in entrepreneurial and trade activities                                                            |
| SC 6 | <i>Ability to develop and implement quality management systems in business activities in accordance with the requirements of international standards</i> |
| SC 7 | <i>Ability to perform identification and examination of goods, and to carry out customs procedures</i>                                                   |
| SC 8 | <i>Ability to assess the effectiveness and risks in conducting foreign economic activity</i>                                                             |

#### **7 – PROGRAMME LEARNING OUTCOMES**

|    |                                                                                                                                                                                  |
|----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1  | Adapt to and demonstrate initiative and independence in situations arising in professional activities.                                                                           |
| 2  | Identify and analyze problems in entrepreneurship and trade, and develop measures for their resolution.                                                                          |
| 3  | Develop material and non-material incentive measures and apply other motivational tools for personnel and partners to achieve the set goals.                                     |
| 4  | Apply business communications to maintain interaction with representatives of various professional groups.                                                                       |
| 5  | Perform the set tasks in the field of entrepreneurship and trade professionally, in full, and with creative self-realization.                                                    |
| 6  | Develop and implement measures to ensure the quality of performed work and determine their effectiveness.                                                                        |
| 7  | Define and implement strategic development plans for business entities in the field of entrepreneurship and trade.                                                               |
| 8  | Evaluate products, goods, services, as well as processes occurring within entrepreneurial and trade structures, and draw appropriate conclusions for management decision-making. |
| 9  | Develop and make decisions aimed at ensuring the performance efficiency of business entities in the field of entrepreneurial and trade activities.                               |
| 10 | Resolve problematic issues arising in the activities of entrepreneurial and trade structures under conditions of uncertainty and risks.                                          |

|    |                                                                                                                                                                                        |
|----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 11 | Implement innovative projects to create conditions for the effective functioning and development of entrepreneurial and trade structures.                                              |
| 12 | <i>Be able to conduct measures for the development and implementation of quality management systems at enterprises in accordance with the requirements of international standards.</i> |
| 13 | <i>Be able to conduct the examination of goods in international trade and carry out customs procedures in compliance with legislation.</i>                                             |
| 14 | <i>Assess the efficiency of foreign trade operations and identify risks in conducting foreign economic activity.</i>                                                                   |

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

### ***Academic staff***

All academic staff members supporting the educational and professional programme possess specialized knowledge and professional skills in the field of trade and foreign economic activity. Their qualifications align with the profile and direction of the taught disciplines, and they possess the required pedagogical tenure and practical experience.

In the organization of the educational process, professionals with experience in research, management, innovation, creative, and professional work, as well as foreign lecturers, are engaged.

The participation of foreign experts and practitioners in teaching the disciplines of the professional training cycle is possible.

All academic staff members undergo internships or professional development training every five years.

### ***Material and Technical Support***

The foundation of the material and technical support consists of classrooms, computer labs, laboratories, and specialized rooms equipped with modern software resources. These resources ensure high-quality training for Master's students under the «Commodity Science and International Trade Organization» educational programme throughout the entire training cycle.

The material and technical base fully complies with the Licensing Requirements for Educational Activity. For the convenience of higher education students, a corporate distance learning system and the automated educational process management system «MIA: Osvita» are fully operational. The university is equipped with modern computer labs featuring specialized software, alongside the Training and Research Center for Business Simulation and a Smart Library. All necessary conditions have been created for the education of persons with disabilities. The social and domestic infrastructure of the SUTE is fully available.

### ***Information, Learning, and Teaching Support***

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

Through their personal accounts in the «MIA: Osvita» automated management system, every student can view and generate their individual study plan, view the curriculum, check their earned grades across disciplines, access the class schedule, and communicate with other participants in the educational process.

The curricula, work programmes, course syllabi, and assessment criteria for the 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 the SUTE, as well as manuscripts of qualification papers and dissertations for academic degrees.

For the convenience of higher education students, the university has developed a Catalogue of Courses, according to which students have the right to choose elective educational components.

## **9 – ACADEMIC MOBILITY**

### ***National Credit Mobilit***

National credit mobility is carried out within the framework of signed memorandums of cooperation between the SUTE and other higher education institutions (research institutions) of Ukraine in accordance with current legislation.

### ***International Credit Mobility***

The university has concluded cooperation agreements between the SUTE and foreign higher education institutions, within the framework of which partner exchange and student training are carried out under international programmes and projects, including the Erasmus+ programme.

### ***Training of Foreign Students***

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



### 3.2. LIST OF EDUCATIONAL COMPONENTS OF THE EDUCATIONAL AND PROFESSIONAL PROGRAMME AND THEIR LOGICAL ORDER

#### 3.2.1. List of Educational Components of the Educational and Professional Programme

| Cours<br>e Code                                 | Educational programme components<br>(courses/disciplines, term projects (papers),<br>internships/practical training, qualification<br>exam, graduation qualification thesis) | Number<br>of Credits | Form of<br>Assessme<br>nt |
|-------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|---------------------------|
| <b>Compulsory Components of the EPP</b>         |                                                                                                                                                                              |                      |                           |
| CC 1                                            | Organization of Foreign Trade Operations                                                                                                                                     | 6                    | exam                      |
| CC 2                                            | Identification and Methods for Detecting<br>Counterfeit Goods                                                                                                                | 6                    | exam                      |
| CC 3                                            | Customs Procedures                                                                                                                                                           | 6                    | exam                      |
| CC 4                                            | Expertise in International Trade                                                                                                                                             | 7,5                  | exam                      |
| CC 5                                            | Quality Management                                                                                                                                                           | 7,5                  | exam                      |
| CC 6                                            | Risk Management in Foreign Economic<br>Activity                                                                                                                              | 6                    | exam                      |
| CC 7                                            | International Trade Law                                                                                                                                                      | 6                    | exam                      |
| CC 8                                            | Practical Training                                                                                                                                                           | 9                    | credit                    |
| CC 9                                            | Preparation and Defense of the Qualification<br>Thesis                                                                                                                       | 12                   | defence                   |
| <b>Total Credits for Compulsory Components:</b> |                                                                                                                                                                              | <b>66</b>            |                           |
| <b>Elective Components of the EPP</b>           |                                                                                                                                                                              |                      |                           |
| 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                      |
| <b>Total Credits for Optional Components:</b>   |                                                                                                                                                                              | <b>24</b>            |                           |
| <b>TOTAL NUMBER OF EP CREDITS</b>               |                                                                                                                                                                              | <b>90</b>            |                           |

Higher education applicants select elective courses (add.) through their personal account on the «MIA: Osvita» portal. The course descriptions and their prerequisites are provided in the SUTE Course Catalogue.

## 2.2. Структурно-логічна схема ОПП



### 3.3. FORM OF ATTESTATION OF HIGHER EDUCATION APPLICANTS

Attestation of higher education applicants is carried out in the form of a public defense of the qualification thesis.

The qualification thesis must involve solving a complex task or problem in the field of entrepreneurship and trade, which requires conducting research and/or implementing innovations under uncertain conditions and requirements.

The qualification thesis must be free of academic plagiarism, fabrication, and falsification.

The qualification thesis must be completed in compliance with the norms of academic integrity.

The qualification thesis must be published on the official website of the higher education institution or its subdivision, or in the institutional repository of the higher education institution.

### 3.4. MATRIX OF COMPLIANCE BETWEEN PROGRAMME MECOMPETENCES AND COMPULSORY COMPONENTS OF THE EDUCATIONAL AND PROFESSIONAL PROGRAMME

| Components<br>Компетентності | EC 1 | EC 2 | EC 3 | EC 4 | EC 5 | EC 6 | EC 7 | EC 8 | EC 9 |
|------------------------------|------|------|------|------|------|------|------|------|------|
| GC 1                         |      |      |      |      |      | +    | +    | +    | +    |
| GC 2                         |      | +    | +    | +    | +    | +    | +    |      | +    |
| GC 3                         |      |      |      |      | +    |      | +    |      |      |
| GC 4                         | +    |      | +    | +    |      |      | +    | +    |      |
| GC 5                         |      |      |      |      | +    | +    |      | +    | +    |
| GC 6                         |      | +    | +    | +    | +    |      |      |      | +    |
| SC 1                         | +    |      |      |      | +    | +    | +    |      |      |
| SC 2                         |      | +    |      | +    | +    |      |      | +    | +    |
| SC 3                         | +    |      |      |      |      | +    | +    |      | +    |
| SC 4                         |      |      | +    | +    | +    | +    | +    | +    | +    |
| SC 5                         | +    |      |      |      |      |      |      |      | +    |
| SC 6                         |      |      |      |      | +    |      |      |      |      |
| SC 7                         |      | +    | +    | +    |      |      |      | +    | +    |
| SC 8                         | +    |      |      |      |      | +    |      | +    | +    |

### 3.5. MATRIX OF ENSURING PROGRAMME LEARNING OUTCOMES BY RELEVANT COMPULSORY COMPONENTS OF THE EDUCATIONAL AND PROFESSIONAL PROGRAMME

| Components<br>Programme<br>Learning<br>Outcomes | EC 1 | EC 2 | EC 3 | EC 4 | EC 5 | EC 6 | EC 7 | EC 8 | EC 9 |
|-------------------------------------------------|------|------|------|------|------|------|------|------|------|
| 1                                               |      |      |      |      |      | +    | +    | +    | +    |
| 2                                               |      | +    | +    | +    | +    | +    | +    |      | +    |
| 3                                               |      |      |      |      | +    |      | +    |      |      |
| 4                                               | +    |      | +    | +    |      |      | +    | +    |      |
| 5                                               |      |      |      |      | +    | +    |      | +    | +    |
| 6                                               |      | +    |      |      | +    |      |      | +    | +    |
| 7                                               | +    |      |      |      | +    | +    |      |      |      |
| 8                                               |      | +    |      | +    | +    |      |      | +    | +    |
| 9                                               | +    |      |      |      |      | +    | +    |      | +    |
| 10                                              |      |      | +    | +    | +    | +    | +    | +    | +    |
| 11                                              | +    |      |      |      |      |      |      |      | +    |
| 12                                              |      |      |      | +    | +    |      |      |      |      |
| 13                                              |      | +    | +    |      |      |      |      | +    | +    |
| 14                                              | +    |      | +    |      |      | +    |      | +    | +    |

*Developed by the Working Group Comprising:*

1. Olena Mokrousova, Doctor of Technical Sciences, Professor, Professor of the Department of Commodity Science and Customs Affairs, Guarantor of the Educational and Professional Programme
2. Anatolii Mazaraki, Doctor of Economic Sciences, Professor, Rector of the SUTE
3. Nina Merezhko, Doctor of Technical Sciences, Professor, Head of the Department of Commodity Science and Customs Affairs
4. Olena Simiachko, PhD in Technical Sciences, Associate Professor, Associate Professor of the Department of Commodity Science and Customs Affairs
5. Maryna Zhaldak, PhD, Associate Professor of the Department of Commodity Science and Customs Affairs
6. Anastasiia Lytvyn, 1st-year Master's Student, Group 12m, Faculty of Trade and Marketing

*Review Letters from External Stakeholders*

1. Petro Kovtun, CEO of «Nova Linia 1» LLC
2. Tetiana Vlad-Moskalenko, Director of the Foreign Economic Activity Supply Chain Management Department, «Nova Linia 1» LLC

**LIST OF RECOMMENDED ELECTIVE COMPONENTS**

| <b>Code</b>  | <b>Educational Components</b>                      | <b>ECTS Credits</b> |
|--------------|----------------------------------------------------|---------------------|
| <b>BK 1.</b> | Big Data Analytics                                 | <b>6</b>            |
| <b>BK 2.</b> | Expertise of Jewelry and Antiques                  | <b>6</b>            |
| <b>BK 3.</b> | Expertise of Fuels, Lubricants and Vehicles        | <b>6</b>            |
| <b>BK 4.</b> | Customs Logistics                                  | <b>6</b>            |
| <b>BK 5.</b> | International Technical Regulation                 | <b>6</b>            |
| <b>BK 6.</b> | International Corporate Competitiveness Management | <b>6</b>            |