

**MINISTRY OF EDUCATION AND SCIENCE OF  
UKRAINE**  
**Kyiv National University of Trade and Economics**

**EDUCATIONAL-PROFESSIONAL PROGRAMME**

**“Commodity Science and Organization of Foreign Trade”**

**The second level of higher education**

**Specialty 076 Entrepreneurship, trade and stock exchange activity  
Sphere of knowledge 07 Management and Administration**

**Qualification: higher education level master specialty “Entrepreneurship, trade and stock exchange activity” specialization “Commodity Science and Organization of Foreign Trade”**

**Kyiv 2021**

**1. The educational program profile on  
076 specialty “Entrepreneurship, trade and stock exchange activity”  
(specialization “Commodity Science and Organization of Foreign Trade”)**

<b>1 – General information</b>	
<b>Full name of IHE and structural unit</b>	Kyiv National University of Trade and Economics Department of Commodity Science and Customs
<b>Level of higher education and qualification name in the original language</b>	Level of higher education «Master» specialty “Entrepreneurship, trade and stock exchange activity” specialization “Commodity Science and Organization of Foreign Trade”
<b>Educational program official name</b>	“Commodity Science and Organization of Foreign Trade”
<b>Diploma type and volume of the program</b>	Master Diploma single, 90 ECTS credits, training period 1 year 4 months
<b>Accreditation</b>	Ministry of Education and Science of Ukraine, Ukraine, Certificate on Accreditation ND №11010038 from 25.02.2019 valid to 01.07.2024
<b>Cycle\Level</b>	NQF of Ukraine – 7 level, FQ-EHEA – the second cycle, EQF-LLL – 7 level
<b>Preconditions</b>	Bachelor Degree
<b>Language(s) of instruction</b>	Ukrainian
<b>Duration period</b>	Valid up to 01.07.2024
<b>Internet address for permanent placement of the program description</b>	<a href="https://knute.edu.ua">https://knute.edu.ua</a>
<b>2 – Educational program aim</b>	
Training of highly qualified specialists in examination and organization of foreign trade, capable of making scientific and practical decisions and innovation.	

<b>3 – Educational program characteristics</b>	
<b>Subject area (sphere of knowledge, speciality, and specialization)</b>	Sphere of knowledge 07 Management and administration, specialty 076 “Entrepreneurship, trade and stock exchange activity” specialization “Commodity Science and Organization of Foreign Trade”.
<b>Educational program orientation</b>	Educational-Professional Program Master Educational-Professional Program is applicative, oriented at the state-of-the-art fundamentals in the field of entrepreneurship, trade and stock exchange activity for foreign economic purposes. It includes the peculiarities of enterprises’ work in the industry; it is based upon approved practical results including the current state and perspectives of the country’s economic development that makes possible for a person to develop their professional and scientific career.
<b>Main focus of the educational program and specialization</b>	General education in the field Management and administration specialty “Entrepreneurship, trade and stock exchange activity” specialization “Commodity Science and Organization of Foreign Trade” Key words: entrepreneurship, trade, stock exchange activity, commodity science, foreign trade
<b>Features of the program</b>	The program creates conditions for the graduates to be employed at the enterprises and organizations, which perform foreign economic activity; also, it allows to develop scientific and practical activities in the field of management and administration. It is fulfilled within active research environment. Moreover, it allows students to continue their studying abroad on related specialties.
<b>4 – Graduate employability and further learning</b>	
<b>Employability</b>	A graduates of the program can hold primary positions, as well as management positions in accordance with the professional titles of works that are part of the following classification groups in accordance with the classifier of professions DK 003: 2010: 1120.1 Head of Service; 1142.1 Senior official (chairman, co-chairman, general secretary, secretary) of the organization of employers (entrepreneurs, industrialists); 1210.1 Chairman of the Board; 1210.1 Director (chief) of the organization (research, design, project); 1210.1 Director of the Research Institute; 1210.1 President of the company; 1210.1 Head of Department; 1221.2 Head of the department;

	<p>1224 Head of the retail trade enterprise;  1224 Head of Trade and Economic Mission;  1229.1 Head of the customs post;  1229.1 Chief Inspector;  1229.1 Chief State Inspector;  1229.1 Deputy Director of the Department - Head of the Department;  1229.1 Deputy Head of Department (independent) - Head of Department;  1229.1 Head of the department (as part of the department);  1229.1 Head of the department (central state authorities);  1229.1 Director of the Department;  1229.3 Head of Service;  1229.7 Chief Expert;  1235 Head of the Department of External Cooperation;  1237.1 Chief Commodity Expert;  1238 Head of the institution (structural unit) for standardization, certification and quality;  1314 Director (manager) of a small trading company;  1317 Agency manager (insurance, trade, real estate, advertising, etc.);  1451 Manager (manager) in trade in vehicles;  1452 Manager (manager) in wholesale trade;  1453 Manager (manager) in retail trade of household and non-food goods;  1454 Manager (manager) in food retail;  1475.4 Manager (manager) of foreign economic activity;  1475.4 Supply Manager;  1475.4 Sales Manager;  1493 Manager (manager) of quality systems;  2310.2 Assistant  2419.2 Expert on foreign economic issues;  2419.2 Consultant on foreign economic issues;  2419.2 Commodity market research analyst;  2419.3 State expert;  2419.3 Civil Service Specialist;  2429 Expert;  2429 Forensic expert;  2433.1 Junior researcher (information analytics);  2433.1 Researcher (information analytics);  2433.1 Researcher-consultant (information analytics).</p>
<b>Further learning</b>	The possibility to continue education at the educational and scientific level of Doctor of Philosophy.

<b>5 – Training and assessment</b>											
<b>Teaching and learning</b>	Education methods system is based upon the principles of purposefulness, binarity – active direct participation of both a lecturer and a student. Training is done via lectures, practical lessons, workshops, laboratory work in small groups, consultations by lecturers, industrial placement and professional internship, tutorials, preparation of final qualification work.										
<b>Assessment</b>	Oral test, test control, individual tasks, term essays/projects, practices, written exams. Final control – the defence of final qualification work. Assessment is carried out in accordance with the "Regulations on the assessment of learning outcomes of students and graduate students", "Regulations on the organization of the educational process of students"										
<b>6 – Program competence</b>											
<b>Integral competence(IC)</b>	The ability to solve complex tasks and problems within a particular sphere of professional activity or during the training process that implies to conduct investigations and/or perform innovations and is characterized by complexity and ambiguity of conditions and requirements										
<b>General competence(GC)</b>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%; text-align: center;">GC 1</td> <td>The ability to analysis and synthesis based on the logic arguments and proven facts.</td> </tr> <tr> <td style="text-align: center;">GC 2</td> <td>The ability of interpersonal interaction.</td> </tr> <tr> <td style="text-align: center;">GC 3</td> <td>The ability to creative thinking, to employ the acquired knowledge within a wide range of practical work and modern life</td> </tr> <tr> <td style="text-align: center;">GC 4</td> <td>The ability to describe, analyze independently and assess critically the experimental data.</td> </tr> <tr> <td style="text-align: center;">GC 5</td> <td>The ability to search, process and analyze information from different sources.</td> </tr> </table>	GC 1	The ability to analysis and synthesis based on the logic arguments and proven facts.	GC 2	The ability of interpersonal interaction.	GC 3	The ability to creative thinking, to employ the acquired knowledge within a wide range of practical work and modern life	GC 4	The ability to describe, analyze independently and assess critically the experimental data.	GC 5	The ability to search, process and analyze information from different sources.
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<b>Professional Competence (PC)</b>	PC 1	The ability to manage the merchandise assortment at an enterprise, choose the right positioning of goods on the market.
	PC 2	The ability to evaluate the external environment factors influence on the functioning of a trade organization.
	PC 3	The ability to expertize goods and make decisions according to the research results in the international trade operations.
	PC 4	The ability to work out criteria of the merchandize identification.
	PC 5	The ability to work out the methods to prevent merchandize counterfeiting in the international trade operations.
	PC 6	The ability to develop and introduce the quality management system at enterprises according to the international regulative documents.
	PC 7	The ability to define the quality level and measure the commodities international competitiveness
	PC 8	The ability to work out the ways to minimize customs risks in foreign economic operations.

**7 – Program learning outcomes (PLO)**

PLO 1	To be able to develop the assortment and product policy of an enterprise – the entity of foreign economic activity
PLO 2	To work out methods to optimize the assortment for an enterprise – the entity of foreign economic activity.
PLO 3	To assess the effectiveness and develop the strategy for an enterprise's to manage its foreign economic operations.
PLO 4	To plan, discover and analyze the most important factors of the export-import operations effectiveness, to suggest measures to increase their effectiveness.
PLO 5	To measure risks in foreign economic operations on the base of the current international legislation in the sphere of the merchandise turnover.
PLO 6	To be able to foresee the foreign economic operations effectiveness on a base of the analysis of customs logistics systems of different level.
PLO 7	To be able to produce economic substantiation of the choice of distribution channels and partners to establish foreign economic relations.
PLO 8	To perform searching, organize and negotiate with foreign firms.
PLO 9	To organize and conduct merchandising and other types of an expertise in international trade, make decisions according to their results.
PLO 10	To work out criteria of merchandise identification and offer methods to prevent commodities counterfeiting in foreign economic operations.

	PLO 11	To be able to work out and introduce the quality management systems at enterprises according to the international regulative documents.
	PLO 12	To evaluate and enterprise competitive environment, the external environment factors influence on a trade organization functioning, analyze the commodities quality level as well as the level of international competitiveness of goods and an enterprise.
	PLO 13	To work out proposals about harmonizing national and international legislation in the sphere of commodities turnover.
<b>8 – Resource support for program implementation</b>		
<b>Staff support</b>		The academic staff that provide education-professional program on qualification, correspond to the profile and course of disciplines which are taught, also they have the required pedagogical and practical work experience. Professionals with research, managerial, innovative, creative work experience as well as foreign lecturers are involved in the educational process organization.
<b>Material and technical support</b>		Training premises, computer workplaces, multimedia classrooms allow to ensure the educational process during the whole cycle of training along the educational program.
<b>Information and educational-methodical support</b>		General scientific and special sources of information on entrepreneurship, trade and exchange activities, educational and methodical and monographic literature, information resources of the distance learning system and the Internet. Official website <a href="https://knute.edu.ua/">https://knute.edu.ua/</a> contains information about educational programs, instructional, pedagogic and scientific activities, structural divisions, enrolment rules, contacts.
<b>9 – Academic mobility</b>		
<b>National credit mobility</b>		On a general base within Ukraine. Short-term education of students at other higher education establishments according to the specific educational components that guarantee the general or professional competence acquisition.



International credit mobility	International credit mobility is realized through the conclusion of agreements on international academic mobility (Erasmus +), double graduation, long-term international projects involving student education, the issuance of a double diploma and more.
<b>Training of overseas students</b>	Training of foreign applicants for higher education Conditions and features of the educational program in the context of training of foreign citizens: knowledge of the Ukrainian language at a level not lower than B1.

## 2. List of educational program components and their logic sequence

### 2.1. List of components of EP

Code	Components of educational program (academic disciplines, term projects (papers), placement, qualification exam, final qualification work)	Amount of credits	Forms of final control
1	2	3	4
<b>Compulsory components of EP</b>			
CC 1	Organization of foreign trade operations	6	E/w
CC 2	Identification and methods of goods falsification determination	6	E/w
CC 3	Customs procedures	6	E/w
CC 4	Expertize in International Trade	7,5	E/w

CC 5	Quality management	7,5	E/w
CC 6	Risk management in foreign economic activity	6	E/w
CC 7	International trade law	6	E/w
<b>Total amount of compulsory components:</b>		<b>45</b>	
<b>Optional components of EP</b>			
OP 1	International technical regulation	6	E/w
OP 2	Antiques and precious materials examination	6	E/w
OP 3	Transport and fuel and lubricants examination	6	E/w
OP 4	Qualimetry	6	E/w
OP 5	Methodology and organization of scientific research	6	E/w
OP 6	Customs logistics	6	E/w
OP 7	International marketing	6	E/w
OP 8	Trade negotiations and commercial diplomacy	6	E/w
OP 9	Management of an enterprise's international competitiveness	6	E/w
OP 10	International systems and technologies in FEA management	6	E/w
<b>Total volume of optional components:</b>		<b>24</b>	
<b>Practical training</b>			
	Industrial (predgraduation) placement	9	
<b>Attestation</b>			
	Preparation of final qualification work and its defense	12	
<b>Total volume of educational program</b>		<b>90</b>	

### 3.4. Form of certification of applicants for higher education

Attestation of the graduates of educational programme of Specialty 076 “Entrepreneurship, trade and stock exchange activity” is conducted in the form of the final qualification work defence and finished by giving out the document of a standard form about conferment of a Master’s degree with awarding the qualification: higher educational level “Master” specialty “Entrepreneurship, trade and stock exchange activity” specialization “Commodity Science and Organization of Foreign Trade”.

Attestation is open and public.

### 3. Matrix of correspondence of program competence to EP components

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	CC 1	CC 2	CC 3	CC 4	CC 5	CC 6	CC 7	CC 1	CC 2	CC 3	CC 4	CC 5	CC 6	CC 7	CC 8	CC 9	CC 10
IC 1						+						+	+				
IC 2		+	+	+	+	+		+	+	+	+						+
IC 3	+						+							+	+		
IC 4				+			+								+	+	
IC 5					+						+	+					
PC 1	+					+	+						+	+			
PC 2		+		+	+			+	+	+	+						
PC 3	+						+							+		+	+
PC 4			+	+		+		+							+	+	
PC 5	+						+					+	+				+
PC 6				+	+			+			+						
PC 7		+	+					+	+	+							
PC 8	+					+		+				+				+	+

