



**STATE STATISTICS SERVICE OF UKRAINE
NATIONAL ACADEMY OF STATISTICIANS,
ACCOUNTING AND AUDIT
DEPARTMENT OF MANAGEMENT AND
MARKETING**

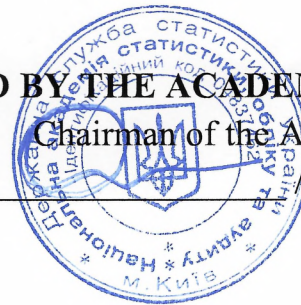
**EDUCATIONAL AND PROFESSIONAL PROGRAM
"MANAGEMENT OF FOREIGN ECONOMIC
ACTIVITIES"**

**HIGHER EDUCATION LEVEL
HIGHER EDUCATION
DEGREE FIELD OF
KNOWLEDGE
SPECIALTY**

**First (bachelor's) level bachelor
D Business, Administration and Law
D3 Management**

APPROVED BY THE ACADEMIC COUNCIL

**Chairman of the Academic Council
/O.G. Osaulenko/**



PREAMBLE

The educational and professional program "Management of Foreign Economic Activity" is a regulatory document that regulates regulatory competencies, qualification, organizational, educational and methodological requirements for the training of bachelors in the field 07 "Management and Administration" of the specialty 073 "Management".

The educational and professional program for training specialists of the first (bachelor's) level of higher education in the specialty 073 "Management" was developed in accordance with the Law of Ukraine "On Higher Education" of 01.07.2014

No. 1556-VII (with amendments and additions), Resolution of the Cabinet of Ministers of Ukraine "On Approval of the National Qualifications Framework" of 23.11.2011

No. 1341 (as amended by the Resolution of the Cabinet of Ministers of Ukraine dated 25.06.2020 No. 519), the Resolution of the Cabinet of Ministers of Ukraine "On Approval of the Licensing Conditions for Educational Activities of Educational Institutions" dated 30.12.2015 No. 1187 (as amended by the Resolution of the Cabinet of Ministers of Ukraine dated 24.03.2021 No. 365).

The educational and professional program "Management of Foreign Economic Activity" was developed by the working group of the Department of Management, Marketing and Public Administration of the Faculty of Finance and Economics, consisting of:

Guarantor of the educational program

Hrynychak Nataliia Anatoliivna – Associate Professor of the Department of Management, Marketing and Public Administration, Candidate of Economic Sciences, Associate Professor

Members of the working group:

Larysa Lazorenko – Head of the Department of Management, Marketing and Public Administration, Doctor of Economics, Professor

Plahotnikova Larysa Oleksandrivna – Associate Professor of the Department of Management, Marketing and Public Administration, Candidate of Economic Sciences, Associate Professor

Natalia Leshchenko – Higher Education Applicant 073 Management

Reviews – reviews from external stakeholders

Pichyk K.V. – Candidate of Sciences (Economics), Associate Professor, Head of the Department of Marketing and Business Management of the National University of Kyiv-Mohyla Academy.

Gorokhova L.P. – Director of the Ukrainian Association for Development and Business Education

Tafiychuk E.O. – Chief Operating Officer of Nova Poshta LLC

1. Profile of the educational program

Chapter 1. General characteristics		
1.1	Full name of higher education institution and structural unit	National Academy of Statistics, Accounting and Audit Faculty of Finance and Economics Department of Management and Marketing
1.2	Higher education degree and qualification title in the original language	Bachelor of Management
1.3	Official name of the educational program	Management of Foreign Economic Activity
1.4	Type of diploma and scope of educational program	Bachelor's degree, single, 240 ECTS credits, study period 3 years 10 months
1.5	Accreditation institution	Ministry of Education and Science of Ukraine
1.6	Availability of accreditation	Certificate of accreditation of the educational program of OPP "Management of Foreign Economic Activity" dated 25.04.2025 No. 11194
1.7	Cycle/Level	Level 6 of the National Qualifications Framework of Ukraine (NQF of Ukraine), the first cycle of the European Higher Education Area (FQ-EHEA), level 6 of the European Qualifications Framework for Lifelong Learning (EQF-LLL)
1.8	Prerequisites	<ul style="list-style-type: none"> • on the basis of complete general secondary education – 240 ECTS credits; • on the basis of the degree "Junior Bachelor" (educational and qualification level "Junior Specialist"), the higher education institution has the right to recognize and re-credit ECTS credits received within the framework of the previous educational program for the training of a junior bachelor (junior specialist) no more than 120 ECTS credits.
1.9	Forms of training	Full-time, part-time
1.10	Language(s) of instruction	English
1.11	Internet - address of permanent placement of the description of the educational program	
Chapter 2. Objectives of the educational and professional program		

2.1		Learning objectives: training of specialists capable of identifying and solving complex tasks and problems in the field of management of foreign economic activity and/or in the process of training, which involves research and/or implementation of innovations characterized by uncertainty of conditions and requirements.
Chapter 3. Characteristics of the educational and professional program		
3.1	Subject area (object of activity, theoretical content)	<p>Object of study: management of organizations and their divisions.</p> <p>Theoretical content of the subject area: paradigms, laws, patterns, principles, historical prerequisites for the development of management; concepts of systemic, situational, process, adaptive, antisipative, anti-crisis, innovation, project management, etc.; functions, methods, technologies and management decisions in management.</p>
3.2	Orientation of the educational and professional program	The educational and professional program "Management of Foreign Economic Activity" has an applied orientation to the implementation of management in foreign economic activity. It is based on the introduction into the practice of the work of a scientific and pedagogical worker of various forms of organization of training, including: seminars and practical classes. Special attention should be paid to the organization of independent work of students, which occupies an important place in the professional training of future specialists. .
3.3	Profile of the educational and professional program and specialization (if any)	Emphasis on the formation and development of professional competence for the implementation of managerial activities, including for service enterprises at the international level.
3.4	Features of the educational and professional program	<p>The educational and professional program provides for in-depth professional and practical training of bachelors of management in accordance with the standard of higher education and the requirements defined in the National Qualifications Framework of Ukraine. To develop professional skills in higher education applicants, the program contains a cycle of practical training using various types of practice.</p> <p>The program's focus on:</p> <ol style="list-style-type: none"> 1) management system in the field of foreign economic activity; 2) an integrated approach to the management activities of service enterprises at the international level;

3) features of the process of management of enterprises of foreign economic activity in the service sectors

Chapter 4. Eligibility of graduates to employment and further education

4.1 Employability

A bachelor of the specialty "Management" can hold the following positions:

- 1475.4 Managers (managers) for commercial activities and management;
- 1210.1 Heads of enterprises, institutions and organizations;
- 1229.1 Senior employees of the apparatus of central state authorities;
- 1229.3 Senior employees of the apparatus of local state authorities;
- 1231 Heads of financial, accounting, economic, legal and administrative units and other managers;
- 1233 Heads of marketing departments;
- 1235 Heads of logistics departments;
- 1238 Project and Program Managers;
- 131 Heads of small enterprises without a management apparatus;
- 2413 Professionals engaged in working with securities;
- 2414.2 Professionals, in financial and economic security;
- 2419.2 Professionals, in the field of marketing, efficiency of economic activity, rationalization of production, intellectual property and innovation activities;
- 3411 Dealers (stock traders at their own expense) and brokers (intermediaries) for collateral and financial transactions;
- 3412 Insurance agents;
- 3413 Property Trade Agents;
- 3415 Technical and sales representatives;
- 3419 Other professionals in finance and commerce;
- 3421 Brokers (intermediaries) for the purchase and sale of goods;
- 3422 Clearing (exchange commodity transactions) and forwarding agents;
- 3429 Commercial services agents and trade brokers;
- 3436.1 Assistant to the head of an enterprise (institution, organization);
- 3436.2 Assistant to the head of another main unit;

		3436.3 Assistant to the head of a small enterprise without a management apparatus; 3436.9 Other assistants; 3439 Other technical professionals in the field of management; 3441 Customs inspectors; 3449 Export Inspector; 4115 Secretary
4.2	Further training	The right to continue studying at the second (master's) level of higher education
Chapter 5. Teaching and Assessment		
5.1	Teaching and learning (methods, techniques, technologies, tools and equipment)	Methods, methods and technologies: general scientific and specific research methods (calculation and analytical, economic and statistical, economic and mathematical, expert evaluation, factual, sociological, documentary, balance, etc.); methods of implementation of management functions (methods of marketing research; methods of economic diagnostics; methods of forecasting and planning; methods of designing organizational management structures; methods of motivation; methods of control; methods assessment of social, organizational and economic efficiency in management, etc.). management methods (administrative, economic, socio-psychological, technological); technologies for justifying managerial decisions (economic analysis, simulation modeling, decision tree, etc.). Tools and equipment: modern information and communication equipment, information systems and software products used in management
5.2	Assessment	For the implementation of the success of achieving learning outcomes by applicants for higher education, the following are used: exams, tests, defense of term papers, practices, presentations, current control, practical and seminar classes, certification exam, defense of qualification work.
Chapter 6. Program competencies		
6.1	Integral Competence (IC)	Ability to solve complex specialized tasks and practical problems, which are characterized by complexity and uncertainty of conditions, in the field of management of foreign economic activity or in the process of learning, which involves the application of theories and methods in social and behavioral sciences.

6.2	General Competence (GC)	<p>GC1. Ability to realize their 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, human and civil rights and freedoms in Ukraine.</p> <p>GC2. The ability to preserve and multiply moral, cultural, scientific values and multiply the achievements of society based on the 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 leading a healthy lifestyle.</p> <p>GC3. Ability to abstract thinking, analysis, synthesis.</p> <p>GC4. Ability to apply knowledge in practical situations.</p> <p>GC5. Knowledge and understanding of the subject area and understanding of professional activity.</p> <p>GC6. Ability to communicate in the state language both orally and in writing.</p> <p>GC7. Ability to communicate in a foreign language.</p> <p>GC8. Skills in the use of information and communication technologies.</p> <p>GC9. Ability to learn and master modern knowledge.</p> <p>GC10. Ability to conduct research at the appropriate level.</p> <p>GC11. Ability to adapt and act in a new situation.</p> <p>GC12. Ability to generate new ideas (creativity).</p> <p>GC13. Appreciating and respecting diversity and multiculturalism.</p> <p>GC14. Ability to work in an international context.</p> <p>GC15. Ability to act on the basis of ethical considerations (motives).</p> <p>GC16. The ability to make decisions and act in compliance with the principle of inadmissibility of corruption and any other manifestations of dishonesty.</p>
6.3	Special (professional) competencies (SC)	<p>SC1. Ability to identify and describe the characteristics of an organization.</p> <p>SC2. The ability to analyze the results of the organization's activities, compare them with the factors of influence of the external and internal environment.</p> <p>SC3. Ability to determine the prospects for the development of the organization.</p> <p>SC4. Ability to identify functional areas of the organization and the relationships between them.</p>

		<p>SC5. Ability to manage the organization and its divisions through the implementation of management functions,</p> <p>SC6. Ability to act socially responsibly and consciously.</p> <p>SC7. Ability to choose and use modern management tools.</p> <p>SC8. Ability to plan the activities of the organization and manage time.</p> <p>SC9. Ability to work in a team and establish interpersonal interaction when solving professional problems.</p> <p>SC10. Ability to evaluate the work performed, ensure their quality and motivate the personnel of the organization.</p> <p>SC11. Ability to create and organize effective communications in the management process.</p> <p>SC12. Ability to analyze and structure the problems of the organization, form reasonable decisions.</p> <p>SK13. Understand the principles and norms of law and use them in professional activities.</p> <p>SC14. Understand the principles of psychology and use them in professional activities.</p> <p>SK15. Ability to form and demonstrate leadership qualities and behavioral skills</p> <p>SCC6. Ability to use methods and technologies of management of foreign economic activity of enterprises in the service sector.</p> <p>SK17. Ability to find and evaluate new market opportunities and formulate business ideas for service enterprises in the international market</p>
Chapter 7. Program learning outcomes		
7.1	Program learning outcomes	<p>PO1. Know your rights and obligations as a member of society, be aware of the values of civil society, the rule of law, human and civil rights and freedoms in Ukraine.</p> <p>PO2. To preserve moral, cultural, scientific values and multiply the achievements of society, to use various types and forms of physical activity to lead a healthy lifestyle.</p> <p>PO3. Demonstrate knowledge of theories, methods and functions of management, modern concepts of leadership.</p> <p>PO4. Demonstrate skills in identifying problems and justifying managerial decisions.</p>

		<p>PO5. Describe the content of the functional areas of the organization.</p> <p>PO6. To show skills in searching, collecting and analyzing information, calculating indicators to justify managerial decisions.</p> <p>PO7. To show organizational design skills.</p> <p>PO8. Apply management methods to ensure the effectiveness of the organization.</p> <p>PO9. Demonstrate skills of interaction, leadership, teamwork.</p> <p>PO10. Have the skills to substantiate effective tools for motivating the organization's personnel.</p> <p>PO11. Demonstrate the skills of analyzing the situation and communicating in various areas of the organization.</p> <p>PO12. Evaluate the legal, social and economic consequences of the functioning of the organization.</p> <p>PO13. Communicate orally and in writing in state and foreign languages.</p> <p>PO14. Identify the causes of stress, adapt yourself and team members to a stressful situation, find ways to neutralize it.</p> <p>PO15. Demonstrate the ability to act socially responsibly and socially consciously based on ethical considerations (motives), respect for diversity and interculturality.</p> <p>PO16. Demonstrate skills of independent work, flexible thinking, openness to new knowledge, be critical and self-critical.</p> <p>PO17. Perform research individually and/or in a leader-led group.</p> <p>PRN18. Apply modern methods, techniques, intensive technologies of diagnostics and examination of foreign economic activity of service enterprises.</p> <p>PO19. To develop and substantiate the development of foreign economic activity of service enterprises.</p>
Section 8. Resource support for the implementation of the program		
8.1	Staffing	<p>Staffing for the implementation of the program meets the requirements of the Licensing Conditions for Educational Activities. Scientific and pedagogical workers who have a scientific degree and/or academic title in a profile corresponding to the educational program, are leading specialists in management, have the necessary experience of scientific and pedagogical</p>

		work, systematically improve the level of professional qualification are involved in teaching academic disciplines
8.2	Logistics	<p>The material and technical base of the graduate Department of Management, Marketing and Public Administration allows to ensure the training of specialists at the first (bachelor's) level of higher education according to the educational program: - the provision of computer workplaces and applied computer programs is sufficient for the implementation of curricula;</p> <ul style="list-style-type: none"> - all educational computers are equipped with the ability to access the global Internet; - to maintain documentation and provide educational and methodological materials for the educational process, the department is sufficiently provided with office equipment (printers, multifunctional devices, scanners); - educational laboratories are equipped with technical means and specialized software, necessary devices and equipment. <p>All premises comply with construction and sanitary standards, a dormitory is provided to all those in need, the available social infrastructure includes a gym, a food center, a creativity center, and a first-aid post.</p>
8.3	Informational and educational support	<p>Provision of educational and educational and methodological literature, access to professional periodicals of professional orientation, introduction of an electronic catalog and the ability to work with electronic textbooks is carried out at the expense of the funds of the NASAA library.</p> <p>The relevant information, educational and methodological support is located in the NASAA repository.</p>
Chapter 9. Academic mobility		
9.1	National Credit Mobility	National credit mobility of higher education applicants, scientific and scientific-pedagogical workers, including training, internships, scientific research, teaching and advanced training, is organized on the basis of partnership agreements on cooperation between the National Academy of Statistics, Accounting and Audit and higher education institutions in Ukraine.
9.2	International credit mobility	International credit mobility is carried out on the basis of cooperation agreements between the National Academy of Statistics, Accounting and Audit and

		foreign higher education institutions, registered, in particular, in the Erasmus+ program.
9.3	Training of foreign applicants for higher education	Conditions have been created for the training of foreign applicants for higher education. The peculiarities of admission to study of foreigners and stateless persons are regulated by the rules of admission to the National Academy of Statistics, Accounting and Audit.

1. List of components of the educational-professional / scientific program and their logical sequence

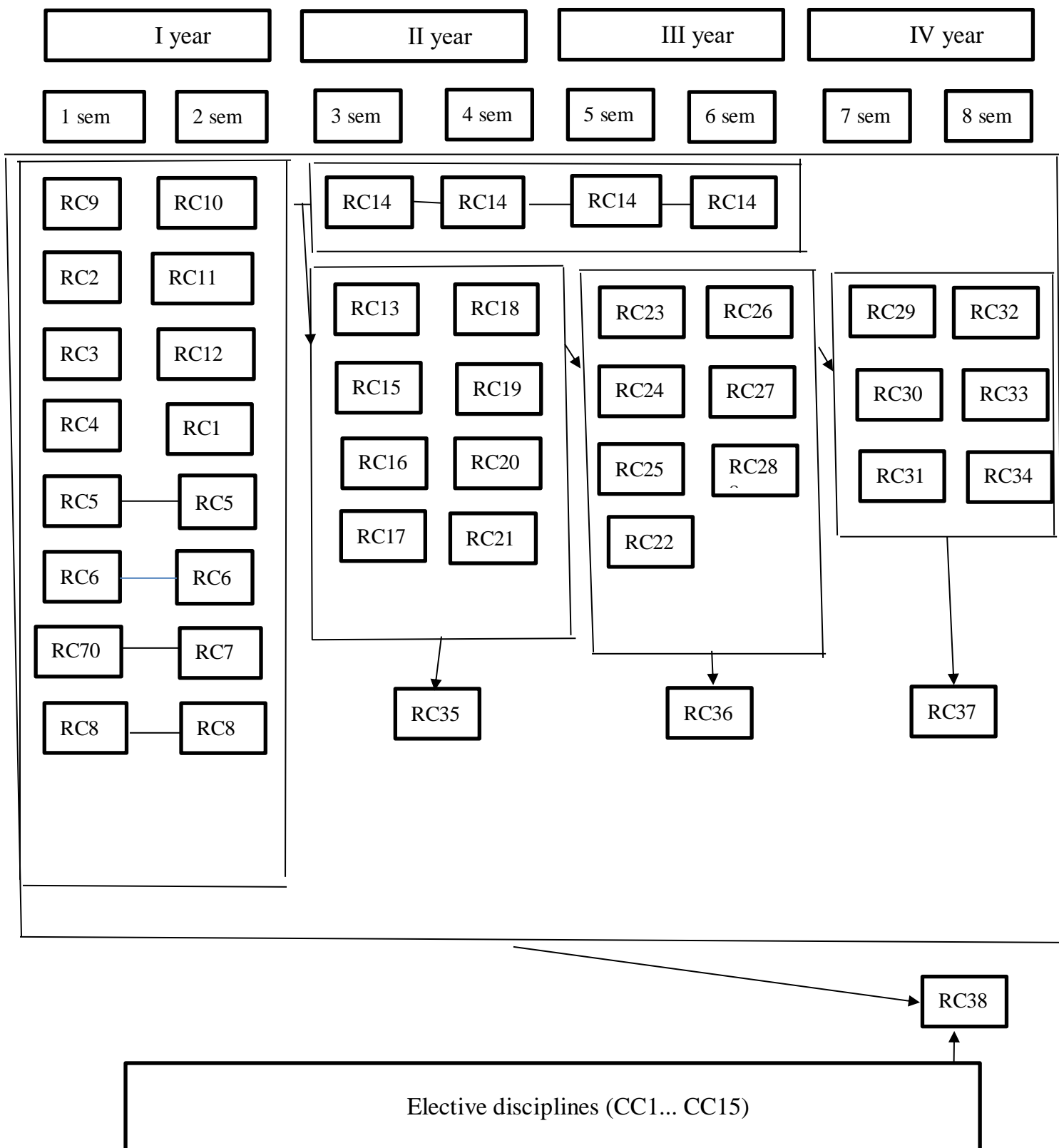
2.1. List of educational components, 240 ECTS credits

N/A code	Components of the educational and professional program (academic disciplines, course projects (works), practices)	Number of credits	Form of final control	Semester
1	2	3	4	5
Required components				
RC 1	Ukrainian language (by prof. direction) / Ukrainian as a foreign language	4	Credit	2
RC 2	Philosophy	4	Exam	1
RC 3	History of Ukrainian statehood and culture	4	Exam	1
RC 4	Macroeconomics	5	Exam	1
RC 5	Physical education	6	Credit	1,2
RC 6	Foreign language (in professional direction)	8	On the other hand, the exam	1,2
RC 7	Higher Mathematics	6	Exam	1,2
RC 8	Computer Science	6	On the other hand, the exam	1,2
RC 9	Group dynamics and communication	4	Credit	1
RC 10	Psychology and pedagogy	4	Credit	2
RC 11	Jurisprudence	4	Credit	2
RC 12	Microeconomics	5	Exam	2
RC 13	Administrative law	4	Exam	3
RC 14	Business Foreign Language	12	Credit	3-6
RC 15	Entrepreneurship	5	Exam	3
RC 16	Social responsibility and management ethics	4	Exam	3
RC 17	Economics and Finance of the Enterprise	4	Exam	3
RC 18	Statistics	5	Exam	4
RC 19	Marketing	5	Exam	4
RC 20	Management	5	Exam	4
RC 21	<i>BGVP</i>	3	Credit	4
RC 22	Accounting and audit of management activities	4	Exam	5
RC 23	Technologies and methods of managerial decision-making	4	Exam	5
RC 24	Time management	4	Exam	5
RC 25	International Economics	4	Exam	5
RC 26	Human Resources Management	4	Exam	6
RC 27	Foreign economic activity of the enterprise	5	Exam	6
RC 28	<i>Course work</i>	3	Protection	6
RC 29	Management in the service sector	4	Exam	7

RC 30	Management of international activity	4	Exam	7
RC 31	International Logistics	4	Exam	7
RC 32	International Consulting	4	Exam	8
RC 33	Information and Communication Technologies in Management	4	Exam	8
RC 34	Foreign Economic Activity Insurance	4	Exam	8
RC 35	Educational practice	3	Credit	4
RC 36	Industrial practice	6	Credit	6
RC 37	Pre-diploma practice	6	Credit	8
RC 38	Attestation (Preparation and defense of qualification work)	6	Protection	8
Number of ECTS credits for compulsory components:		180		
Selective components*				
BK1 ... BK15		4	Credit	
Total volume of sample components		60 ECTS credits		
The total volume of the educational and professional program		240 ECTS credits		

* *The realization of the right of higher education applicants to a free choice of academic disciplines and the creation of an individual educational trajectory is regulated by the Law of Ukraine "On Higher Education" and internal regulations of NASAA. Selective components are selected by applicants for higher education from the catalog of elective disciplines.*

2.2. Structural and logical scheme of the educational and professional program



3. Form of attestation of applicants for higher education

Forms of attestation of higher education applicants	Attestation is carried out in the form of public defense of the qualification work.
Requirements for qualification work	<p>Qualification work involves solving a complex task or problem in the field of management, a task or problem in the field of management of foreign economic activity, which requires research and/or innovation and is characterized by complexity and uncertainty of conditions, using theories and methods of economic science.</p> <p>There can be no academic plagiarism, falsification and cheating in the qualification work</p> <p>The qualification work must be published on the official website of the higher education institution, its subdivision or posted in its repository.</p>

