

MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE

**NATIONAL TECHNICAL UNIVERSITY
«KHARKIV POLYTECHNIC INSTITUTE»**

APPROVED

The Rector of NTU “KhPI”

_____ Ye.I. Sokol

« ____ » _____ 20__

**EDUCATIONAL AND PROFESSIONAL PROGRAM
«MANAGEMENT»**

The second (master) level of higher education
in specialty **073 – Management**
in the field of knowledge **07 – Management and Administration**
qualification **Master of Management**

**APPROVED BY
THE ACADEMIC COUNCIL OF NTU “KhPI”**

The Head of the Academic Council

_____ / L.L. Tovazhnyanskyy

Protocol № _____

dated « ____ » _____ 20__

Kharkiv 20__

**APPROVAL SHEET
for the educational and professional program**

Level of higher education	Second (master)
Field of knowledge	07 Management and Administration
Specialty	073 «Management»
Specialization	
Qualification	Master of Management

ENDORSED
by the Scientific and Methodological
Commission in specialty «Management»

Head of the Commission

_____ N.S. Krasnokutska

« ____ » _____ 20__

RECOMMENDED
by the Methodological Council
of NTU «KhPI»

Deputy Head of
the Methodological Council

_____ R.P. Mygushchenko

« ____ » _____ 20__

AGREED
Head of the Department of
Management and Taxation

_____ N.S. Krasnokutska

« ____ » _____ 20__.

AGREED
Head of the Department of
Innovative Entrepreneurship Management
and International Economic Relations

_____ P.G. Pererva

« ____ » _____ 20__

AGREED
Head of the Department of
International Business and Finance

_____ V.Ya. Mishchenko

« ____ » _____ 20__

AGREED
Director of the Institute of Education and
Science in Economics, Management and
International Business

_____ O.V. Manoylenko

« ____ » _____ 20__

APPROVED AND PUT INTO EFFECT

by the Order of the Rector of National technical university "Kharkiv polytechnic institute" of « ____ » _____ 20__ № ____.

This educational and professional program may not be reproduced or distributed, in whole or in part, without permission of National technical university "Kharkiv polytechnic institute".

FOREWORD

The program was developed by the project group formed by the departments of management and taxation, innovative entrepreneurship management and international economic relations, international business and finance at the Institute of Education and Science in Economics, Management and International Business of National technical university “Kharkiv polytechnic institute”. The project group consisted of :

The Head of the project group (the program guarantor) – Krasnokutska Nataliia Stanislavivna, doctor of economic sciences, professor, the Head of the department of management and taxation.

The members of the project group:

1. Brin Pavlo Volodymyrovych – candidate of economic sciences, associate professor, associate professor of the department of management and taxation.

2. Danko Taras Volodymyrovych - candidate of economic sciences, associate professor, professor of the department of international business and finance.

3. Dyuzhev Viktor Gennadiyovych - doctor of economic sciences, professor, professor of the department of innovative entrepreneurship management and international economic relations.

4. Pantelyeyev Mykhaylo Sergiyovych – candidate of technical sciences, associate professor, associate professor of the department of innovative entrepreneurship management and international economic relations.

5. Prokhorenko Olena Viktorivna - candidate of economic sciences, associate professor, associate professor of the department of management and taxation.

6. Chaikova Olena Igorivna - candidate of economic sciences, associate professor, associate professor of the department of international business and finance.

I. PROFILE OF THE EDUCATIONAL AND PROFESSIONAL PROGRAM IN SPECIALTY 073 – MANAGEMENT

1 – General information	
Full name of higher educational institution and structural unit	National technical university “Kharkiv polytechnic institute”; the institute of education and science in economics, management and international business; the department of management and taxation, the department of international business and finance, the department of innovative entrepreneurship management and international economic relations
The degree of higher education and qualification title	Master, Master of Management
Official name of the educational program	The educational and professional program “Management”
Type of diploma and scope of the educational program	Unitary, 90 ECTS credits, term of study - 1 year and 4 months
Availability of accreditation	Certificate НД № 2192126, valid until July 1, 2025
Cycle/level	National Qualification Framework (Ukraine) – level 8, EQF LLL – Level 7; QF EHEA – Second cycle
Prerequisites	Bachelor’s degree, specialist’s degree, master’s degree
Language of instruction	Ukrainian
The validity period of the educational program	Corresponds to the validity period of the accreditation certificate
Internet-address of the permanent description of the educational program	http://www.kpi.kharkov.ua/ukr/
2 – The purpose of the educational program	
To prepare highly qualified professionals capable of solving practical problems and complex specialized tasks in the field of management of organizations under uncertain conditions and requirements, carrying out profession-related research and innovation activities.	
3 – Characteristics of the educational program	
Subject area (field of knowledge, specialty, specialization)	Field of knowledge: 07 Management and Administration Specialty: 073Management
Orientation of the educational program	The educational and professional program has a practical orientation. The program’s emphasis is on the formation of capabilities for carrying out administrative, entrepreneurial, project, and research activities using innovative approaches and methods of managing organizations.
The main focus of the educational program and specialization	Comprehensive general education in specialty 073 «Management». Key words: management, administration, organization, leadership, managerial decisions, project management, strategy, change management, corporate governance.

Features of the program	The program is multidimensional and involves practical training aimed at developing skills in the sphere of management of contemporary organizations and their structural subdivisions
4 – Suitability of graduates for employment and further training	
Suitability for employment	Graduates can be employed in the following groups of positions (according to the National classifier of Ukraine: Classification of occupations SC 003:2010) : 12. Heads of enterprises, establishments and organizations. 13. Directors of small enterprises without administrative apparatus (intermediate management levels). 14. Managers (administrators) of enterprises, establishments, organizations and their departments. 23. Lecturers. 24. Other professionals.
Further training	Graduates can continue their studies at the third (educational and research) level of higher education, as well as can get advanced training and acquire additional, post-qualifying education.
5 – Teaching and evaluation	
Teaching and learning	Student-centered teaching in the form of lectures, seminars, practical classes, consultations. Classroom activities are supplemented by students' independent work, preparation of term papers based on working with textbooks and scientific periodicals and using the Internet resources
Evaluation	Ongoing and final assessment of students' knowledge (oral quizzes, written exam works, individual assignments, tests and other forms), examinations (oral and written), presentations, project works, defense of internship reports, public defense of qualification works.
6 – Program competencies	
Integral competency	Ability to perform tasks and solve problems of any complexity in the sphere of management or in the process of learning that involves conducting research and/or developing innovations and is characterized by uncertainty of conditions and requirements
Generic competencies	GC01. Capacity for abstract thinking, analysis, synthesis and revealing interconnections between phenomena and processes GC02. Ability to conduct research at an appropriate level GC03. Ability to communicate with representatives of various professional groups and in an international context GC04. Skills in the use of information and communication technologies for searching, processing, analyzing information from various sources and making decisions GC05. Ability to organize and motivate people to move towards a common goal, work in a team GC06. Ability to act on the basis of ethical reasoning, in a socially responsible and conscientious way GC07. Ability to identify and solve problems, generate new ideas
Professional (specialty-specific) competencies (defined by the specialty standard of higher education)	SC01. Ability to choose and use appropriate management concepts, methods and tools, in particular in accordance with international standards SC02. Ability to manage organization and organizational change SC03. Ability to analyze and structure organizational problems, make organizational decisions and ensure their implementation

	<p>SC04. Ability to define criteria for determining future directions in organizational development, develop and implement corresponding strategies and plans</p> <p>SC05. Capacity for self-development, life-long learning and effective self-management</p> <p>SC06. Ability to effectively use human resources and ensure personnel development in an organization</p> <p>SC07. Ability to create and organize effective communications in the management process</p> <p>SC08. Skills related to developing and exercising leadership</p> <p>SC09. Ability to develop and manage projects, take the initiative and demonstrate entrepreneurial capability</p> <p>SC10. Ability to use psychological technologies when working with personnel</p>
<p>Professional (specialty-specific) competencies for optional block 01 «Management of Organizations and Administration» (defined by the higher education institution)</p>	<p>SC1.1. Ability to choose and use methods and instruments of crisis management in organizations</p> <p>SC1.2. Ability to develop and use criteria of customer-oriented management, management of outsourcing and organizational effectiveness</p>
<p>Professional (specialty-specific) competencies for optional block 02 «International Business Operations Management» (defined by the higher education institution)</p>	<p>SC2.1. Ability to plan, implement and control business-processes aimed at achieving efficiency of international business operations of enterprises</p> <p>SC2.2. Ability to develop and implement activities related to distribution of products and services in international markets</p>
<p>Professional (specialty-specific) competencies for optional block 03 «Business Administration» (defined by the higher education institution)</p>	<p>SC3.1. Ability to develop logistics strategies for enterprises and use methods of logistics management</p> <p>SC3.2. Ability to choose and use methods of marketing management for accomplishing tasks of enterprise functioning and development</p>
<p>Professional (specialty-specific) competencies for optional block 04 «Management of Enterprises and Organizations» (defined by the higher education institution)</p>	<p>SC4.1. Ability to organize business consulting and diagnose enterprise activities</p> <p>SC4.2. Ability to build and manage enterprise potential</p> <p>SC4.3. Ability to manage innovation activities of enterprises</p>
<p>Professional (specialty-specific) competencies for optional block 05 «Management of Innovation Activity» (defined by the higher education institution)</p>	<p>SC5.1. Ability to develop policy and manage innovation activities of enterprises</p> <p>SC5.2. Ability to develop innovation marketing strategies on the basis of the principle of efficient use of results</p> <p>SC5.3. Ability to manage the process of commercialization of intellectual property relations in organizations and technology transfer</p>

Professional (specialty-specific) competencies for optional block 06 «Entrepreneurial activity management» (defined by the higher education institution)	SC6.1. Ability to identify the structure of the innovation environment of an enterprise, approaches to assessing the innovation potential and climate of an enterprise SC6.2. Ability to use creative technologies in an entrepreneurial activity
Professional (specialty-specific) competencies for optional block 07 «International business» (defined by the higher education institution)	SC7.1. Ability to plan, implement and control business-processes aimed at attaining international goals of enterprises SC7.2. Ability to plan and carry out international marketing activities of enterprises in foreign markets
7 – Program learning outcomes	
Specialty-specific program learning outcomes (defined by the specialty standard of higher education)	PO01. To use management concepts, methods and tools for effective and efficient management of organizations PO02. To analyze and structure organizational problems, make organizational decisions and create conditions for their implementation PO03. To establish links and relations between elements of organization management system PO04. To justify and manage projects, generate entrepreneurial ideas PO05. To plan organization activities from both strategic and tactical perspectives PO06. To be able to manage organization, organizational changes by providing informational, methodological, material, financial and human resource related support, in particular in accordance with international standards and recommendations of models of perfection PO07. To use modern information and communication technologies in management PO08. To demonstrate the capacity for self-development, life-long learning, and effective self-management PO09. To demonstrate the ability to interact with people and influence their behavior PO10. To organize and carry out communications with representatives of various professional groups and in an international context PO11. To defend one's own point of view in a discussion using ethical reasoning and appealing to social responsibility PO12. To employ analytical and methodological tools for evaluating organizational environment and protecting intellectual property PO13. To carry out research activities
Program learning outcomes for optional block 01 «Management of Organizations and Administration» (defined by the higher	PO1.1. To demonstrate problem-solving skills related to crisis management in organizations PO1.2. To define and use criteria of customer-oriented management, management of outsourcing and organizational effectiveness PO1.3. To demonstrate the ability to make organizational decisions on the basis of corporate social responsibility principles

education institution)	
Program learning outcomes for optional block 02 «International Business Operations Management» (defined by the higher education institution)	<p>PO2.1. To study business environment of international business operations of an enterprise</p> <p>PO2.2. To plan and organize international investment activities of enterprises</p> <p>PO2.3. To develop a marketing strategy for a foreign market</p>
Program learning outcomes for optional block 03 «Business Administration» (defined by the higher education institution)	<p>PO3.1. To determine optimal parameters of logistics flows at an enterprise</p> <p>PO3.2. To use marketing management methods for attaining the goals (creating conditions for) of an enterprise functioning and growth</p> <p>PO3.3. To demonstrate skills related to making organizational decisions on the basis of corporate social responsibility principles</p>
Program learning outcomes 3a for optional block 04 «Management of Enterprises and Organizations» (defined by the higher education institution)	<p>PO4.1. To apply methods of business consulting and diagnostics of an enterprise activity</p> <p>PO4.2. To build and use the enterprise potential</p> <p>PO4.3. To plan, organize and assess the innovation activities of enterprises</p>
Program learning outcomes for optional block 05 «Management of Innovation Activity» (defined by the higher education institution)	<p>PO5.1. To demonstrate abilities to manage the processes of developing and implementing product, technological, marketing, organizational, managerial and other types of innovations</p> <p>PO5.2. To demonstrate abilities to develop and implement a strategy of innovation marketing in the activities of enterprises and organizations</p> <p>PO5.3. To assess the effectiveness of the use of intellectual property and technology transfer</p> <p>PO5.4. To use methods and heuristic techniques for stimulating creative thinking</p>
Program learning outcomes for optional block 06 «Entrepreneurial activity management» (defined by the higher education institution)	<p>PO6.1. To apply instruments for estimating costs and benefits of innovative entrepreneurship</p> <p>PO6.2. To master methods of critical analysis of domestic and international practice of innovative transformations occurring under integrative processes in regions</p> <p>PO6.3. To demonstrate problem-solving skills related to commercialization of scientific and technological innovations under conditions of uncertainty and risk</p>
Program learning outcomes for optional block 07 «International business» (defined by the higher education institution)	<p>PO7.1. To manage international competitiveness of an enterprise</p> <p>PO7.2. To plan international financial activity of an enterprise</p> <p>PO7.3. To develop an international marketing strategy for an enterprise</p>

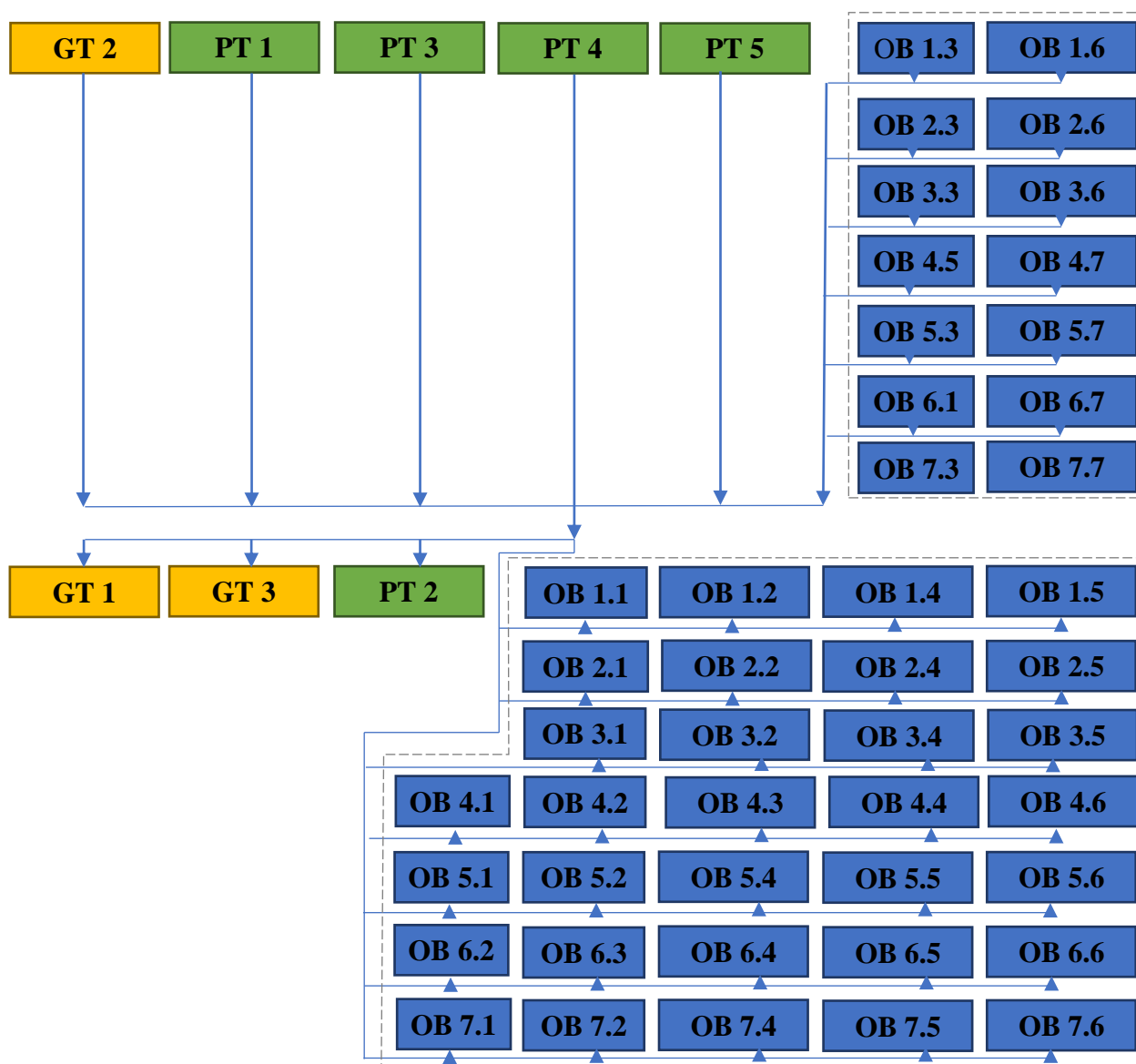
8 - Resource support for the implementation of the program	
Personnel support	Meets the staffing requirements related to conducting educational activities in the sphere of higher education in accordance with current legislation of Ukraine (the Resolution of the Cabinet of Ministers of Ukraine “On approval of the licensing conditions for conducting educational activities of educational institutions” of December 30, 2015, № 1187 (with the changes introduced in accordance with the Resolution of CM № 347 of 10.05.2018)
Material and technical support	Meets the technical requirements related to the material and technical base of educational activities in the sphere of higher education in accordance with current legislation of Ukraine (the Resolution of the Cabinet of Ministers of Ukraine “On approval of the licensing conditions for conducting educational activities of educational institutions” of December 30, 2015, № 1187 (with the changes introduced in accordance with the Resolution of CM № 347 of 10.05.2018)
Informational support and availability of instructional materials	Meets the technical requirements regarding informational support and availability of instructional materials for educational activities in the sphere of higher education in accordance with current legislation of Ukraine (the Resolution of the Cabinet of Ministers of Ukraine “On approval of the licensing conditions for conducting educational activities of educational institutions” of December 30, 2015, № 1187 (with the changes introduced in accordance with the Resolution of CM № 347 of 10.05.2018)
9- Academic mobility	
National Credit Mobility	Academic mobility is based on bilateral agreements between National technical university “Kharkiv polytechnic institute” and other Ukrainian higher educational institutions
International Credit Mobility	Academic mobility is based on bilateral agreements between National technical university “Kharkiv polytechnic institute” and Miskolc university (Hungary), Maribor university (Slovenia), Otto von Guericke university Magdeburg (Germany), University of Szczecin (Poland)
Training of foreign applicants for higher education	Students are offered the opportunity to study in English.

2. The list of components of the educational and professional program

Code	Components of the educational program	Number of credits	Form of final assessment
1	2	3	4
Obligatory components of EP			
<i>General training</i>			
GT 1	Intellectual Property	3	Credit
GT 2	Contractual Law	3	Credit
GT 3	Occupational Safety	3	Credit
<i>Professional training</i>			
PT 1	Organization Management	5	Exam
PT 2	Strategic Change Management	5	Exam
PT 3	Information Systems and Technologies in Management	4	Exam
PT 4	Project Management	4	Exam
PT 5	Leadership and Conflict Management	4	Credit
	Total amount for obligatory components	31	
Optional components of EP			
Optional block 01 "Management of Organizations and Administration"			
OB1.1	Business Ethics and Social Responsibility	4	Credit
OB1.2	Entrepreneurial Activity	5	Exam
OB1.3	Fundamentals of Management Consulting	6	Exam
OB1.4	Crisis Management	5	Exam
OB1.5	Special Course on Modern Challenges of Management	5	Credit
OB1.6	Fundamentals of Scientific Research	4	Credit
	Practice	15	Credit
	Attestation	15	Credit
Optional block 02 "International Business Operations Management"			
OB2.1	Strategic Controlling in International Business	4	Credit
OB2.2	Management of Foreign Economic Activity	5	Exam
OB2.3	Modern Problems of Management of Foreign Economic Activity	6	Exam
OB2.4	International Marketing	5	Exam
OB2.5	International Investment Management	5	Credit
OB2.6	Fundamentals of Scientific Research	4	Credit
	Practice	15	Credit
	Attestation	15	Credit
Optional block 03 "Business Administration"			
OB3.1	Business Ethics and Social Responsibility	4	Credit
OB3.2	Business Diagnostics	5	Exam
OB3.3	Personnel Management and Organizational Behavior	6	Exam
OB3.4	Logistics Management	5	Exam
OB3.5	Marketing Management	5	Credit
OB3.6	Fundamentals of Scientific Research	4	Credit
	Practice	15	Credit
	Attestation	15	Credit
Optional block 04 "Management of Enterprises and Organizations"			
OB4.1	Diagnostics of Activities of Enterprises and	4	Exam

	Organizations		
OB4.2	Management of Enterprise Potential	5	Exam
OB4.3	Modern Technologies in Management of Enterprises and Organizations	3	Credit
OB4.4	Innovation Management	4	Credit
OB4.5	Business Consulting	6	Exam
OB4.6	Business Ethics and Social Responsibility	3	Credit
OB4.7	Fundamentals of Scientific Research	4	Credit
	Practice	15	Credit
	Attestation	15	Credit
Optional block 05 «Management of Innovation Activity»			
OB5.1	Marketing of Innovation	4	Credit
OB5.2	Technology Transfer	5	Exam
OB5.3	Innovation Economics and Management	6	Exam
OB5.4	Patent and Conjuncture Researches	3	Exam
OB5.5	Innovation Policy	3	Credit
OB5.6	Creative Management	4	Credit
OB5.7	Fundamentals of Scientific Research	4	Credit
	Practice	15	Credit
	Attestation	15	Credit
Optional block 06 "Entrepreneurial activity management"			
OB6.1	Creative Thinking and Idea Generation	6	Exam
OB6.2	European Economic Integration and EU Innovation Policy	3	Credit
OB6.3	Organizational and Legal Principles of Entrepreneurship	3	Credit
OB6.4	Innovative Entrepreneurship	5	Exam
OB6.5	Human Resource Management in International Business	4	Credit
OB6.6	Entrepreneurship and Regional Development	4	Exam
OB6.7	Fundamentals of Scientific Research	4	Credit
	Practice	15	Credit
	Attestation	15	Credit
Optional block 07 "International Business"			
OB7.1	Strategic Controlling in International Business	3	Credit
OB7.2	International Entrepreneurship	5	Exam
OB7.3	Modern Problems of International Business	6	Exam
OB7.4	International Marketing	4	Exam
OB7.5	International Investment	4	Credit
OB7.6	International Financial Management	3	Credit
OB7.7	Fundamentals of Scientific Research	4	Credit
	Practice	15	Credit
	Attestation	15	Credit
	Total amount for optional components:	59	
	TOTAL AMOUNT FOR THE EDUCATIONAL PROGRAM	90	

3. STRUCTURAL-LOGICAL SCHEME OF THE EDUCATIONAL PROGRAM



4. ALLOCATION OF THE CONTENT OF THE EDUCATIONAL PROGRAM AMONG GROUPS OF COMPONENTS AND TRAINING CYCLES

№	Training cycle	Academic load on applicants for higher education (credits / %)		
		Obligatory components of the educational and professional program	Optional components of the educational and professional program	Total number for the entire period of study
1	2	3	4	5
1	General training cycle	9 / 10,0	-	9 / 10,0
2	Professional and practical training cycle	22 / 24,4	59 / 65,6	81 / 90,0
Total number for the entire period of study		31 / 34,4	59 / 65,6	90 / 100,0

5. FORM OF CERTIFICATION OF APPLICANTS FOR HIGHER EDUCATION

Certification of graduates of the educational program in specialty 073 «Management» is carried out in the form of a public defense of the qualification work and ends with the issuance of the document of a standard form on awarding a Master's degree and the qualification "Master of Management".

The attestation takes place openly and publicly.

