

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 first (bachelor) level of higher education  
in specialty **073 – Management**  
in the field of knowledge **07 – Management and Administration**  
qualification **Bachelor 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	First (bachelor)
Field of knowledge	07 Management and Administration
Specialty	073 «Management»
Specialization	
Qualification	Bachelor 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\_\_ № \_\_\_\_\_.

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## FOREWORD

This 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

<b>1 – General information</b>	
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	Bachelor, Bachelor of Management
Official name of the educational program	The educational and professional program “Management”
Type of diploma and scope of the educational program	Unitary, 240 ECTS credits, term of study - 4 years
Availability of accreditation	Certificate НД № 2192162, valid until July 1, 2025
Cycle/level	National Qualification Framework (Ukraine) – level 7, EQF LLL – Level 6; QF EHEA – First cycle
Prerequisites	Complete secondary education
Language of instruction	Ukrainian
The period of validity of the educational program	Valid until July 1, 2025
Internet-address of the permanent description of the educational program	<a href="http://www.kpi.kharkov.ua/ukr/">http://www.kpi.kharkov.ua/ukr/</a>
<b>2 – The purpose of the educational program</b>	
To train professionals capable of solving practical problems and complex specialized tasks in the sphere of management of organizations, due to developing a system of professional competencies	
<b>3 – Characteristics of the educational program</b>	
Subject area (field of knowledge, specialty, specialization)	07 Management and Administration 073 Management
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, and analytical activities using modern 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, organization, human resource management, strategic management, planning, innovation management, international business

Features of the program	The program is based on paradigms, laws, regularities, principles of management, and historical background of its development. Specialized subject areas include knowledge of concepts of operational, strategic, innovation, personnel and other areas of management; functions, methods and techniques of making managerial decisions
<b>4 – Suitability of graduates for employment and further training</b>	
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) : 14. Managers (administrators) of enterprises, establishments, organizations and their departments. 34. Other professionals. 343. Technical professionals in the sphere of management.
Further training	Graduates can continue their studies at the second (master’s) level of higher education, as well as can get advanced training and acquire additional, post-qualifying education.
<b>5 – Teaching and assessment</b>	
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
Assessment	Rating system of assessment, presentations, project work, examinations, defense of internship reports, public defense of the qualification (bachelor’s) work.
<b>6 – Program competencies</b>	
Integral competency	The ability to solve complex specialized tasks and practical problems characterized by complexity and uncertainty of conditions in management sphere or in the learning process, which involves the application of theories and methods of social and behavioral sciences
Generic competencies (GC)	GC01. The ability to realize own rights and responsibilities as a member of society, understand the values of civil (democratic) society and the need for its sustainable development, rule of law, human and citizen rights and freedoms in Ukraine. GC02. The ability to maintain and to increase the moral, cultural, scientific values and to increase achievements of society by understanding the history and patterns of data domain development, its place in the overall knowledge system about nature and society and in the development of society, techniques and technologies, to use different types and forms of motor activity for recreation and healthy lifestyles. GC03. The ability to abstract thinking, analysis, synthesis. GC04. The ability to apply knowledge in practical situations. GC05. Knowledge and understanding the subject area and understanding the professional activity. GC06. The ability to communicate by the national language both orally and in writing. GC07. The ability to communicate by a foreign language. GC08. Skills of information and communication technology usage.

	<p>GC09. The ability to learn and to master the modern knowledge.</p> <p>GC10. The ability to conduct research at an appropriate level.</p> <p>GC11. The ability to adopt and performance in the new situation.</p> <p>GC12. The ability to generate new ideas (creativity).</p> <p>GC13. The appreciation and respect for diversity and multiculturalism.</p> <p>GC14. The ability to work at the international context.</p> <p>GC15. The ability to act on basis of ethical grounds (reasons).</p>
Professional (specialty-specific) competencies (SC)	<p>SC01. The ability to identify and to describe the characteristics of organizations.</p> <p>SC02. The ability to analyze the results of organization activity, to compare them with the factors of the external and internal environment.</p> <p>SC03. The ability to identify prospects of organization development.</p> <p>SC04. The ability to determine the functional areas of the organization and the relationships between them.</p> <p>SC05. The ability to manage the organization and its units through the management functions realization</p> <p>SC06. The ability to act socially responsible and consciously.</p> <p>SC07. The ability to choose and to use modern tools of management.</p> <p>SC08. The ability to plan the organization activity and to manage the time.</p> <p>SC09. The ability to work in a team and to establish the interpersonal interaction in solving the professional tasks.</p> <p>SC10. The ability to assess the performed works, to ensure their quality and to motivate the staff of organization.</p> <p>SC11. The ability to create and to manage the effective communication in the process of management.</p> <p>SC12. The ability to analyze and to structure the problems of organization, to form the reasonable decisions.</p> <p>SC13. To understand the principles and rules of law and to use them in a professional activity.</p> <p>SC14. To understand the principles of psychology and use them in a professional activity.</p> <p>SC15. The ability to form and to demonstrate the leadership and behavioral skills.</p>
Professional (specialty-specific) competencies for optional block 01 «Management of Organizations and Administration»	<p>SC1.1. The ability to collect and to process the primary accounting and management information; to understand and be able to apply the accounting and auditing systems.</p> <p>SC1.2. The ability to formulate the main tasks associated with the implementation of risk management system in the organization</p> <p>SC1.3. To understand the principles of business ethics and to use them in their professional activity</p>
Professional (specialty-specific) competencies for optional block 02 «International Business Operations Management»	<p>SC2.1. To understand the principles and to identify the features of customs, tariff and non-tariff regulation of external economic activity</p> <p>SC2.2. The ability to detect the backgrounds and to organize the cooperation of activities between partners from two or more countries in various spheres of economy</p> <p>SC2.3. The ability to prepare and to analyze the financial statements according to international standards</p>

Professional (specialty-specific) competencies for optional block 03 «Business Administration»	<p>SC3.1. The ability to develop business plans of investment projects realization and to prove the effectiveness of real and financial investments.</p> <p>SC3.2. The ability to formulate the main tasks associated with the implementation of risk management system and insurance of a business</p> <p>SC3.3. To understand the principles and methods of business valuation and to use them in their professional activity</p>
Professional (specialty-specific) competencies for optional block 04 «Management of Enterprises and Organizations»	<p>SC4.1. The ability to analyze the domestic labor market, to plan and to analyze the system of labor indexes at the enterprise; to understand the principles of operation, development and regulation of social and labor relations in a society</p> <p>SC4.2. The ability to determine the impact of macro and microeconomic processes at an enterprise activity</p> <p>SC4.3. The ability to form the behavior of an enterprise on a product market and to evaluate its activity</p>
Professional (specialty-specific) competencies for optional block 06 «Entrepreneurial activity management»	<p>SC6.1. The ability to assess the specific entrepreneurial situation of the business, using the appropriate tools to analyze the business environment with economic justification and developing the ways to improve the situation</p> <p>SC6.2. The ability to determine the main tasks of crisis management</p> <p>SC6.3. To understand the principles of business culture and to use them in a professional activity</p>
Professional (specialty-specific) competencies for optional block 07 «International business»	<p>SC7.1. The ability to detect the peculiarities and to assess the impact of international environmental factors on a business development</p> <p>SC7.2. The ability to conduct marketing campaigns in foreign countries and to ensure a successful product promotion</p> <p>SC7.3. The ability to conduct international market research</p>
Professional (specialty-specific) competencies for optional block 08 «Tourism and hospitality management»	<p>SC8.1 The ability to analyze geospatial environment of organization and to work in international and national spatial environment.</p> <p>SC8.2 To understand the challenges of national and regional policies and mechanisms of regulating the tourism activity.</p> <p>SC8.3 The ability to put into practice the international experience of social responsible business in the tourism and hospitality sphere.</p> <p>SC8.4 The capacity for entrepreneurship activity at the national and international tourist market.</p>
<b>7 – Program learning outcomes</b>	
Specialty-specific program learning outcomes	<p>PO 01. To know the rights and duties as a member of society, be aware of the values of civil society, the rule of law, human and citizen rights and freedoms in Ukraine.</p> <p>PO 02. To keep moral, cultural, scientific values and to increase achievements of society, to use different types and forms of effective activity for maintaining a healthy lifestyle.</p> <p>PO 03. To demonstrate knowledge of theories, methods and functions of management, modern concepts of leadership.</p> <p>PO 04. To show skills of identification of problems and justification of management decisions.</p> <p>PO 05. To describe the content of the functional areas of the organization</p> <p>PO 06. To show skills of search, collecting and analysis of information, calculation of indicators to substantiate management decisions.</p>

	<p>PO 07. To show skills of organizational planning.</p> <p>PO 08. To apply management methods to ensure the effectiveness of the organization.</p> <p>PO 09. To demonstrate skills of interaction, leadership and team work.</p> <p>PO 10. To have the skills to substantiate effective tools for motivating the staff of the organization.</p> <p>PO 11. To demonstrate the skills of analyzing the situation and communicating in various areas of the organization's activities.</p> <p>PO 12. To evaluate the legal, social, and economic implications of an organization's functioning.</p> <p>PO 13. To communicate in an oral and written form in the state and foreign languages.</p> <p>PO 14. To identify the stress reasons, to adapt yourself and members of the team to a stressful situation, to find means to its neutralization.</p> <p>PO 15. To show ability to act socially responsibly and socially consciously on the basis of ethical reasons (motives), respect for a variety and interlevel of culture.</p> <p>PO 16. To demonstrate skills of independent work, flexible thinking, openness to new knowledge, be critical and self-critical.</p> <p>PO 17. To conduct researches individually and/or in group under the leadership of the leader.</p>
Program learning outcomes for optional block 01 «Management of Organizations and Administration»	<p>PO1.1. To develop operational strategy, planned schedules, to organize operating activities, effectively manage the resources and reserves of the organization.</p> <p>PO1.2. To explain the main principles and regularities of the integrated management with material, information, financial and other flows</p> <p>PO1.3. To form and analyze administrative and tax reports of the companies and correctly interpret the obtained information for adoption managerial decisions.</p> <p>PO1.4. To demonstrate analysis, identification and risk assessment skills.</p>
Program learning outcomes for optional block 02 «International Business Operations Management»	<p>PO 2.1. To demonstrate skills of identification of the problem facing the business in the global economy and justify their solution.</p> <p>PO 2.2. To define features and to estimate the impact of customs-tariff and non-tariff regulation on the results of foreign economic activities of organizations.</p> <p>PO 2.3. To plan and organize joint activity of partners from two or more countries in various spheres of economy</p> <p>PO 2.4. To compile and analyze financial statements according to international standards</p>
Program learning outcomes for optional block 03 «Business Administration»	<p>PO 3.1 To plan and organize operating activities, effectively manage the resources of the subject of entrepreneurship.</p> <p>PO 3.2. To develop marketing strategies in social networks, to apply Web analytics to evaluate their effectiveness.</p> <p>PO 3.3. To carry out assessment of business and its elements (including securities) by means of modern methods</p> <p>PO 3.4. To describe the content of elements of the taxation system; to perform tax calculations</p>
Program learning	PO 4.1.To plan social and labor relations using modern methods of



outcomes 3a for optional block 04 «Management of Enterprises and Organizations»	labor economics and personnel management psychology. PO 4.2. To develop organizational management decisions and to evaluate their implications through economic and mathematical methods and models. PO 4.3 To plan and organize activity of the enterprise / organization taking into account the available resources and risks PO 4.4. To form behavior of the enterprise in commodity market and effectively manage its logistics flows.
Program learning outcomes for optional block 06 «Entrepreneurial activity management»	PO 6.1. To evaluate a specific entrepreneurial business situation using the appropriate tools for analyzing the business environment. PO 6.2. To select and apply mathematical and econometric methods and models in the management of a small and medium-sized organization, taking into account its specifics and restrictions. PO 6.3. To conduct a selection of indicators to assess potential of the whole enterprise and its components. PO 6.4. To generate business ideas for small and medium-sized organizations, transform them into practical actions that bring socio-economic and commercial results.
Program learning outcomes for optional block 07 «International business»	PO 7.1. To reveal features and to assess the impact of factors in the international environment on business development. PO 7.2. To plan and organize holding marketing campaigns in foreign countries. PO 7.3. To perform international marketing research.
Program learning outcomes for optional block 08 «Tourism and hospitality management»	PO 8.1 To estimate the conjuncture of the tourist market, to forecast the world directions of development in the field of tourism and hospitality. PO 8.2 To be able to use systematic approaches to research and segmentation of tourism markets. PO 8.3 To know the place and a role of the tourism industry in the strategy of sustainable development of the territory. PO 8.4 To be able to make long-term plans in the field of tourism and hospitality for the purpose of development of tourist capacity in the region. PO 8.5 To know the standards of certification and licensing, the regulatory framework, and the peculiarities of the state regulation of the tourism industry.
<b>8 - Resource support for the implementation of the program</b>	
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)
<b>9- Academic mobility</b>	
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

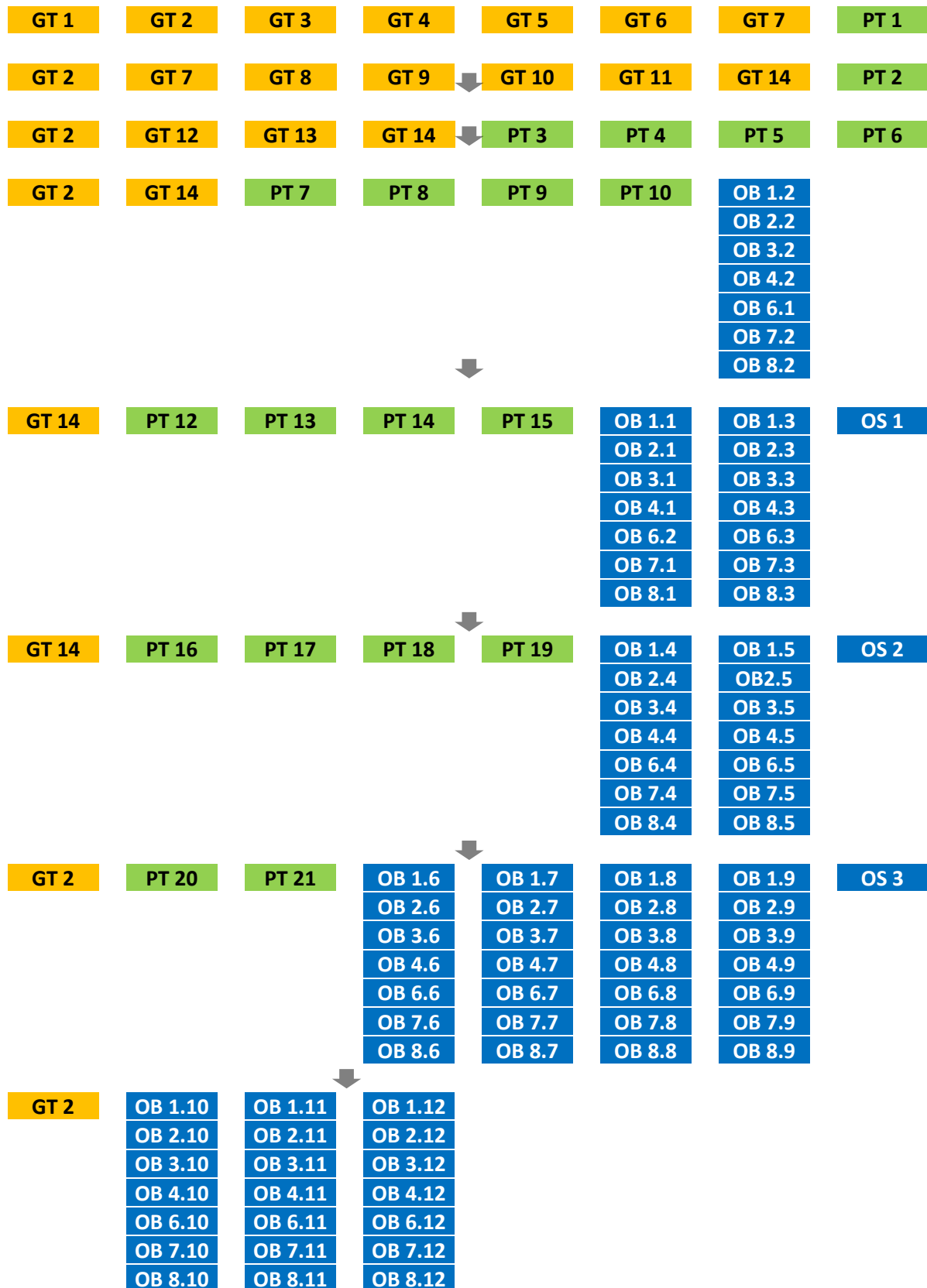
Code	Components of the educational program	Number of credits	Form of final assessment
1	2	3	4
<b>Obligatory components of EP</b>			
<i>General training</i>			
GT 1	Ukrainian Language	3,0	Exam
GT 2	Foreign Language *	12,0	Credit, Exam
GT 3	Economic Theory	5,0	Exam
GT 4	Economic Informatics	6,0	Exam
GT 5	Higher Mathematics	6,0	Exam
GT 6	Ecology	3,0	Credit
GT 7	History of Ukraine and Ukrainian culture	4,0	Exam
GT 8	Jurisprudence	3,0	Credit
GT 9	Microeconomics	6,0	Exam
GT 10	Economic Statistics	4,0	Exam
GT 11	Theory of Probability and Mathematical Statistics	5,0	Exam
GT 12	Macroeconomics	4,0	Exam
GT 13	Philosophy	3,0	Exam
GT 14	Physical Education	12,0	Credit
<i>Professional training</i>			
PT 1	Introduction to Specialty	3,0	Credit
PT 2	State and Regional Governance	4,0	Exam
PT 3	Enterprise Economics	5,0	Exam
PT 4	Management 1	5,0	Credit
PT 5	Marketing	5,0	Exam
PT 6	Finance, Money, and Credit	4,0	Exam

PT 7	Sociology of Management	4,0	Credit
PT 8	International Economics	3,0	Credit
PT 9	Management 2	4,0	Credit
PT 10	Labor and Economic Law	5,0	Credit
PT 11	Human Resource Management	6,0	Exam
PT 12	Accounting and Audit	4,0	Exam
PT 13	International Business	4,0	Exam
PT 14	Management 3	4,0	Exam
PT 15	Fundamentals of Financial Management	4,0	Exam
PT 16	Management 4	4,0	Credit
PT 17	Innovation Management	4,0	Exam
PT 18	Information Technology in Management	4,0	Credit
PT 19	Fundamentals of Occupational Safety and Health	3,0	Exam
PT 20	Management 5	5,0	Exam
PT 21	Strategic Management	5,0	Exam
	<b>Total amount for obligatory components</b>	<b>166</b>	
<b>Optional components of EP</b>			
<b>Optional block 01 "Management of Organizations and Administration"</b>			
OB1.1	Managerial Decisions	5,0	Exam
OB1.2	Fundamentals of Business Analysis	4,0	Exam
OB1.3	Mathematical Modeling in Management	3,0	Credit
OB1.4	Business Planning	4,0	Exam
OB1.5	Operations Management	5,0	Exam
OB1.6	Logistics	4,0	Credit
OB1.7	Managerial and Tax Accounting	4,0	Exam
OB1.8	Organizational Behavior	3,0	Credit
OB1.9	Managerial Psychology	3,0	Credit
OB1.10	Risk Management	6,0	Exam
OB1.11	Business Communications	5,0	Exam
OB1.12	Electronic Business	5,0	Exam
	Practice	6,0	Credit
	Attestation	6,0	Credit
<b>Optional block 02 "International Business Operations Management"</b>			
OB2.1	Customs, Regulation and Legislation	5,0	Exam
OB2.2	International Communication Management	4,0	Exam
OB2.3	Mathematical Modeling in International Business Operations Management	3,0	Credit
OB2.4	Managerial Skills in International Business	4,0	Exam
OB2.5	Securities Market	5,0	Exam
OB2.6	International Investments	4,0	Credit
OB2.7	Joint Ventures	4,0	Exam
OB2.8	Controlling	3,0	Credit
OB2.9	International Logistics	3,0	Credit
OB2.10	Innovations Management in International Business	6,0	Exam
OB2.11	International Economic Integration and International Organizations	5,0	Exam
OB2.12	International Financial Reporting Standards	5,0	Exam
	Practice	6,0	Credit
	Attestation	6,0	Credit
<b>Optional block 03 "Business Administration"</b>			
OB3.1	Decision Making in Business	5,0	Exam
OB3.2	Analysis of Entrepreneurial Activity	4,0	Exam
OB3.3	Fundamentals of Taxation	3,0	Credit
OB3.4	Business Planning and Project Development	4,0	Exam

OB3.5	Operations Management	5,0	Exam
OB3.6	Supply Chain Management	4,0	Credit
OB3.7	Managerial and Tax Accounting	4,0	Exam
OB3.8	Business Valuation	3,0	Credit
OB3.9	Managerial Psychology	3,0	Credit
OB3.10	SMM Management	5,0	Exam
OB3.11	Communications in Business Environment	5,0	Exam
OB3.12	Riskology	6,0	Exam
	Practice	6,0	Credit
	Attestation	6,0	Credit
<b>Optional block 04 "Management of Enterprises and Organizations"</b>			
OB4.1	Methods of Management Decision Making	5,0	Exam
OB4.2	Goods Market Infrastructure	4,0	Credit
OB4.3	Econometrics	3,0	Credit
OB4.4	Enterprise Activity Planning	4,0	Exam
OB4.5	Operations Management	5,0	Exam
OB4.6	Logistics of the Enterprise	4,0	Credit
OB4.7	Organization of Entrepreneurial Activity	3,0	Exam
OB4.8	Brand Management	3,0	Credit
OB4.9	Risk and Insurance Management of the Enterprise	4,0	Credit
OB4.10	Labor Economics and Social-labor Relationships	6,0	Exam
OB4.11	Management of Economic Security of Enterprise	5,0	Exam
OB4.12	Human Resource Management Psychology	5,0	Exam
	Practice	6,0	Credit
	Attestation	6,0	Credit
<b>Optional block 06 "Entrepreneurial activity management"</b>			
OB6.1	Business communication and business culture	4,0	Exam
OB6.2	Economics and organization of entrepreneurial activity	5,0	Exam
OB6.3	Econometrics	3,0	Credit
OB6.4	Business Planning	4,0	Exam
OB6.5	Resource management in entrepreneurial activity	5,0	Exam
OB6.6	Commercial logistics	4,0	Credit
OB6.7	Risk management decision making in entrepreneurial activity	4,0	Exam
OB6.8	Entrepreneurship in the service sector	3,0	Credit
OB6.9	Small and medium-sized enterprises management	3,0	Credit
OB6.10	Potential and business development	6,0	Exam
OB6.11	Antirecessionary management in entrepreneurial activity	5,0	Exam
OB6.12	Economic security of business	5,0	Exam
	Practice	6,0	Credit
	Attestation	6,0	Credit
<b>Optional block 07 "International Business"</b>			
OB7.1	Customs Regulation	5,0	Exam
OB7.2	Export-Import Operations Management	4,0	Exam
OB7.3	Mathematical Modeling for International Business	3,0	Credit
OB7.4	International Marketing Fundamentals	4,0	Exam
OB7.5	International Securities Market	5,0	Exam
OB7.6	International Business Investments	4,0	Credit
OB7.7	International Teamwork and Joint Venture Management	4,0	Exam
OB7.8	Controlling International Companies	3,0	Credit
OB7.9	Research in International Business	3,0	Credit
OB7.10	International Supply Chain Management	5,0	Exam
OB7.11	Financial Assessment of International Projects	5,0	Exam
OB7.12	Academic Writing in International Business	6,0	Exam
	Practice	6,0	Credit

	Attestation	6,0	Credit
<b>Optional block 08 "Tourism and Hospitality Management"</b>			
OB8.1	Tourism Management	5,0	Credit
OB8.2	Tourist Logistics	4,0	Exam
OB8.3	Tourist Statistics	3,0	Credit
OB8.4	Information Technologies in Tourism and Hospitality	4,0	Exam
OB8.5	Tourist Marketing	5,0	Exam
OB8.6	International Tourism	4,0	Credit
OB8.7	Risk Management in Tourism	4,0	Exam
OB8.8	Economy of Tourism, Hotel and Restaurant Services	3,0	Credit
OB8.9	Professional Ethics in the Tourism and Hospitality Industry	3,0	Credit
OB8.10	Personnel Management at Tourism and Hospitality Enterprises	5,0	Exam
OB8.11	Management of Innovations in the Tourism and Hospitality Industry	5,0	Exam
OB8.12	Organization of Entrepreneurial Activity in the Tourism and Hospitality Industry	6,0	Exam
	Practice	6,0	Credit
	Attestation	6,0	Credit
Student optional disciplines			
OS1	Optional discipline 1	4,0	Credit
OS2	Optional discipline 2	4,0	Credit
OS3	Optional discipline 3	4,0	Credit
	<b>Total amount for optional components</b>	<b>74</b>	
	<b>TOTAL AMOUNT FOR THE EDUCATIONAL PROGRAM</b>	<b>240</b>	

### 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	76 / 32	12 / 5	89 / 37
2	Professional and practical training cycle	89 / 37	63 / 26	151 / 63
Total number for the entire period of study		165 / 69	75 / 31	240 / 100

#### 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 Bachelor's degree and the qualification "Bachelor of Management".

The attestation takes place openly and publicly.

## 6. Matrix of correspondence between program competencies and components of the educational program

	GT 1	GT 2	GT 3	GT 4	GT 5	GT 6	GT 7	GT 8	GT 9	GT 10	GT 11	GT 12	GT 13	GT 14	PT 1	PT 2	PT 3	PT 4	PT 5	PT 6	PT 7	PT 8	PT 9	PT 10	PT 11	PT 12	PT 13	PT 14	PT 15	PT 16	PT 17	PT 18	PT 19	PT 20	PT 21		
GC01							+	+						+							+			+													
GC02							+	+						+	+																				+		
GC03			+	+	+				+		+	+	+			+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	
GC04				+		+				+		+						+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	
GC05			+	+					+	+		+			+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	
GC06	+																																				
GC07		+																																			
GC08				+																															+		
GC09	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
GC10										+		+					+								+											+	
GC11		+												+	+				+				+		+		+	+			+	+		+		+	
GC12															+				+														+			+	
GC13		+																									+	+									
GC14		+																									+	+									
GC15														+	+			+		+		+					+							+			
SC01															+		+	+	+				+			+		+							+	+	
SC02																		+	+				+					+							+	+	
SC03																+			+				+											+		+	+
SC04																		+					+				+								+	+	
SC05																		+					+				+								+	+	
SC06																		+	+				+		+		+								+	+	
SC07																		+					+		+		+	+			+				+	+	
SC08																							+				+		+						+	+	
SC09																					+				+		+										
SC10																									+		+										
SC11																							+		+		+										
SC12															+									+											+		
SC13								+																	+												
SC14																									+		+										
SC15																									+		+		+								



**Table 6 (continued). Matrix of correspondence between program competencies and components of the educational program**

	OB 1.1	OB 1.2	OB 1.3	OB 1.4	OB 1.5	OB 1.6	OB 1.7	OB 1.8	OB 1.9	OB 1.10	OB 1.11	OB 1.12	OB 2.1	OB 2.2	OB 2.3	OB 2.4	OB 2.5	OB 2.6	OB 2.7	OB 2.8	OB 2.9	OB 2.10	OB 2.11	OB 2.12	OB 3.1	OB 3.2	OB 3.3	OB 3.4	OB 3.5	OB 3.6	OB 3.7	OB 3.8	OB 3.9	OB 3.10	OB 3.11	OB 3.12			
GC04	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+			
GC05											+																									+			
GC06											+			+																						+			
GC07	+		+								+	+		+	+												+									+	+		
GC08	+		+								+	+		+	+											+										+	+		
GC09	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+		
GC10	+		+										+		+											+										+			
GC11	+			+				+	+	+				+							+			+									+		+	+			
GC12				+																+	+																		
GC13											+			+		+								+													+		
GC14											+		+	+		+	+				+	+	+	+	+											+			
GC15	+							+	+		+			+												+										+	+		
SC01		+			+		+			+											+				+	+		+	+										
SC02		+		+						+							+	+								+		+											
SC03				+													+						+																
SC04					+	+																																	
SC05					+	+																																	
SC06					+	+			+																														
SC07	+	+	+	+	+	+	+			+				+	+	+					+	+				+	+		+	+	+	+	+			+			
SC08				+	+													+																					
SC09										+				+																							+		
SC10										+				+																							+		
SC11											+			+																								+	
SC12	+	+																								+	+									+			
SC13													+															+											
SC14									+																												+		
SC1.1							+																																
SC1.2	+									+																													
SC1.3											+																												
SC2.1													+										+																
SC2.2																			+					+															
SC2.3																									+														
SC3.1																												+											
SC3.2																																						+	
SC3.3																																						+	

**Table 6 (continued). Matrix of correspondence between program competencies and components of the educational program**

	OB 4.1	OB 4.2	OB 4.3	OB 4.4	OB 4.5	OB 4.6	OB 4.7	OB 4.8	OB 4.9	OB 4.10	OB 4.11	OB 4.12	OB 6.1	OB 6.2	OB 6.3	OB 6.4	OB 6.5	OB 6.6	OB 6.7	OB 6.8	OB 6.9	OB 6.10	OB 6.11	OB 6.12
GC04	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
GC05													+											
GC06													+											
GC07	+		+										+		+									
GC08	+		+										+		+									
GC09	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
GC10	+													+										
GC11	+			+			+		+			+				+	+		+				+	
GC12				+				+								+				+				
GC13								+					+											
GC14								+					+											
GC15								+		+		+	+											
SC01					+									+		+	+			+	+	+		
SC02				+			+		+					+		+	+			+	+	+	+	
SC03				+												+						+		
SC05					+	+															+			
SC06					+	+															+			
SC07					+	+				+		+									+			
SC08	+			+	+	+		+	+		+					+	+	+	+		+		+	
SC09					+	+										+					+			
SC10											+		+											
SC11											+		+											
SC12	+																				+			
SC13																								
SC14												+												
SC4.1											+													
SC4.2				+																				
SC4.3		+																						
SC6.1														+									+	
SC6.2																								+
SC6.3													+											
SC7.1																								
SC7.2																								
SC7.3																								

**Table 6 (continued). Matrix of correspondence between program competencies and components of the educational program**

	OB 7.1	OB 7.2	OB 7.3	OB 7.4	OB 7.5	OB 7.6	OB 7.7	OB 7.8	OB 7.9	OB 7.10	OB 7.11	OB 7.12	OB 8.1	OB 8.2	OB 8.3	OB 8.4	OB 8.5	OB 8.6	OB 8.7	OB 8.8	OB 8.9	OB 8.10	OB 8.11	OB 8.12
GC04	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
GC06							+					+												
GC07			+				+		+									+						
GC08			+				+					+			+	+	+							
GC09	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
GC10	+				+				+						+	+								
GC11				+		+	+																	
GC12				+		+																	+	+
GC13				+			+					+						+			+		+	+
GC14	+	+		+	+	+	+	+		+	+	+									+	+		
GC15				+			+															+		
SC01							+	+					+								+			
SC02				+	+			+	+		+						+		+	+				
SC03						+					+				+	+	+							
SC04													+	+							+			
SC05													+	+										+
SC08		+	+			+	+	+		+	+													
SC09						+																	+	
SC10							+															+		
SC11							+										+	+						
SC12							+						+	+			+		+	+				
SC13	+																							
SC7.1				+					+															
SC7.2				+																				
SC7.3				+					+															
SC8.1													+	+	+	+	+	+	+					
SC8.2																		+						
SC8.3																						+		
SC8.4																		+		+				+

## 7. Matrix of correspondence between program learning outcomes (PO) and components of the educational program

	GT 1	GT 2	GT 3	GT 4	GT 5	GT 6	GT 7	GT 8	GT 9	GT 10	GT 11	GT 12	GT 13	GT 14	PT 1	PT 2	PT 3	PT 4	PT 5	PT 6	PT 7	PT 8	PT 9	PT 10	PT 11	PT 12	PT 13	PT 14	PT 15	PT 16	PT 17	PT 18	PT 19	PT 20	PT 21	
PO 1						+		+													+			+												
PO 2							+							+	+									+										+		
PO 3															+	+		+					+		+			+	+	+	+	+		+	+	
PO 4				+									+										+		+			+	+		+	+		+	+	
PO 5															+		+	+	+				+		+	+		+	+		+			+	+	
PO 6																	+								+			+				+				
PO 7																							+													
PO 8																									+				+			+		+	+	
PO 9															+										+			+								
PO 10																									+			+								
PO 11															+									+			+	+								
PO 12													+				+	+	+					+				+						+	+	
PO 13	+	+	+																					+			+									
PO 14																											+									
PO 15						+										+																		+		
PO 16	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
PO 17									+																+			+							+	+

**Table 7 (continued). Matrix of correspondence between program learning outcomes (PO) and components of the educational program**

	OB 1.1	OB 1.2	OB 1.3	OB 1.4	OB 1.5	OB 1.6	OB 1.7	OB 1.8	OB 1.9	OB 1.10	OB 1.11	OB 1.12	OB 3.1	OB 3.2	OB 3.3	OB 3.4	OB 3.5	OB 3.6	OB 3.7	OB 3.8	OB 3.9	OB 3.10	OB 3.11	OB 3.12	
PO 1																									
PO 2																									
PO 3																									
PO 4	+	+											+	+											
PO 5					+	+											+	+							
PO 6	+	+	+	+									+	+		+					+				
PO 7				+												+									
PO 8			+	+												+									
PO 9								+	+		+											+		+	
PO 10								+	+													+			
PO 11		+									+	+		+									+	+	
PO 12																									
PO 13																									
PO 14								+	+													+			
PO 15								+																	
PO 16	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
PO 17																+									
PO 1.1					+	+											+	+							
PO 1.2						+												+							
PO 1.3							+													+					
PO 1.4	+									+			+												+
PO 3.1																		+							
PO 3.2																							+		
PO 3.3																					+				
PO 3.4															+										