

MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE
ODESSA STATE AGRARIAN UNIVERSITY

EDUCATIONAL PROFESSIONAL PROGRAM
"MANAGEMENT"

The first (bachelor's) level of higher education

in specialty 073 "MANAGEMENT"

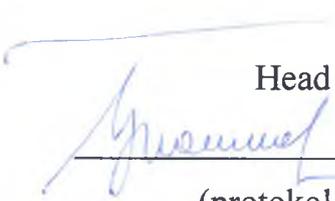
field of knowledge 07 "MANAGEMENT AND ADMINISTRATION"

qualification BACHELOR OF MANAGEMENT

APPROVED

SCIENTIFIC COUNCIL

Head of the Academic Council


Mykhailo BROSHKOV

(protokol №5 of January 29, 2021)

The educational program comes into force on September 1, 2021.

Rector  Mykhailo BROSHKOV

(order № 35-com from February 01, 2021)



City of Odessa 2021

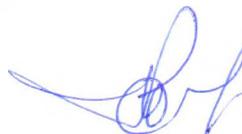
LETTER OF APPROVAL
educational and professional program "Management"

Vice-rector for scientific and pedagogical
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Department of Management
Protocol №4, November 11, 2020
Head of the Department



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APPROVED

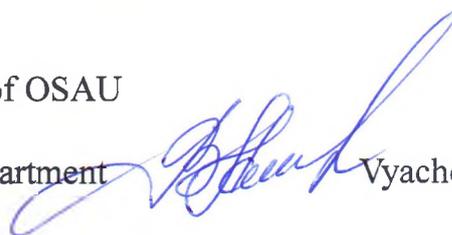
Academic Council of the Faculty of Engineering and Economics
Protocol №2, November 19, 2020
Head of the Academic Council



Oksana MALASHCHUK

APPROVED

Scientific and Methodological Council of OSAU
Protokol №6, December 21, 2020
Head of educational and methodical department



Vyacheslav SEDOV

PREFACE

Educational and professional program "Management" of training of applicants for higher education degree "bachelor" in the specialty 073 "Management" is developed in accordance with: the Law of Ukraine "On Higher Education" from 01.07.2014. № 1556-VII; Resolution of the Cabinet of Ministers of Ukraine "On approval of the National Qualifications Framework" dated 23.11.2011 №1341; Resolution of the Cabinet of Ministers of Ukraine "On approval of the License conditions for educational activities of educational institutions" dated 30.12.2015 №1187; The standard of higher education of the first (bachelor's) level of knowledge 07 "Management and Administration" specialty 073 "Management", approved and put into effect by the order of the Ministry of Education and Science of Ukraine from 29.10.2018 № 1165.

The educational program determines the prerequisites for access to education, orientation and main focus of the program, the amount of ECTS credits required to obtain a bachelor's degree, a list of general and special (professional) competencies, normative and variable content of training, formulated in terms of learning outcomes and control requirements. quality of higher education.

Developed by the project group of specialty 073 "Management" of the Engineering and Economics Faculty of Odessa State Agrarian University, consisting of:

Project team leader (guarantor of the educational program) - *DIDUR Anna* - Candidate of Economic Sciences, Associate Professor

Project team members:

ZAPSHA Galina - Doctor of Economics, Professor

NAIDA Irina - Candidate of Economic Sciences, Associate Professor

LEVINA-KOSTIUK Maria - Candidate of Economic Sciences, Assistant

The program is developed taking into account offers of candidates of the educational degree "bachelor" on a specialty 073 Management.

On educational and scientific program "Management" of training of applicants for higher education with a bachelor's degree in specialty 073 "Management" reviews received - feedback from external stakeholders.

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1. GENERAL PROVISIONS

Educational and professional program (EPP) - a system of educational components at the appropriate level of higher education within the specialty, which determines the requirements for the level of education of persons who can start training in this program, the list of disciplines and the logical sequence of their study, the number of ECTS credits required for this program, as well as the expected learning outcomes (competencies) that must be mastered by the applicant for the appropriate degree of higher education.

Competence determines the ability of a person to successfully carry out professional and further educational activities and is the result of training at a certain level of higher education.

Learning outcomes - a set of knowledge, skills, abilities, other competencies acquired by a person in the process of learning a certain educational-professional, educational-scientific program, which can be identified, quantified and measured.

The first (bachelor's) level higher education corresponds to the seventh level of the National Qualifications Framework and provides for the acquisition by a person of theoretical knowledge and practical skills sufficient for the successful performance of professional duties in the chosen specialty.

Based on these provisions, the following structure of the educational program was adopted (in the terminology of the Law of Ukraine "On Higher Education"):

- 1) volume and term of study of bachelors;
- 2) general competencies;
- 3) professional competencies in the specialty;
- 4) the list and scope of academic disciplines for mastering the competencies of the educational program;
- 5) requirements for the structure of academic disciplines.

The educational program is used for:

- conducting licensing and accreditation examinations for educational activities in the specialty 073 "Management" at the first (bachelor's) level of higher education, inspection of educational activities in the specialty;
- drawing up curricula and working curricula;
- formation of individual plans of students;
- formation of academic disciplines' programs, practices, content of individual tasks;
- determination of the information base for the formation of diagnostic tools;
- certification of bachelors of specialty 073 "Management";

- determining the content of training in the system of retraining and advanced training;

- professional orientation of applicants for higher education.

Users of the educational program:

- applicants for higher education studying at Odessa State Agrarian University (University);

- University teachers who train bachelors in the specialty 073 "Management";

- Certification commission of the specialty 073 "Management";

- Admissions Committee of the University.

2. DESIGNATION AND ABBREVIATION

The following notations and abbreviations are used in this document:

ECTS (European Credit Transfer and Accumulation System) - European Credit Transfer and Accumulation System;

EPP - educational and professional program;

OZ - designation of the cycle of general training of the obligatory component of the educational-professional program;

OP - designation of the professional training's cycle of the obligatory component of the educational-professional program;

VZ - designation of the general training's cycle of the selective component of the educational-professional program;

VP - designation of the professional training's cycle of the selective component of the educational-professional program;

NP - designation of the educational practical training's cycle;

VP - designation of the industrial practical training's cycle;

IR - integral competence;

ZK1-n - general competencies;

CK1- m -special (professional, subject) competencies.

PRN-k- program learning outcomes.

3. PROFILE OF THE EDUCATIONAL AND PROFESSIONAL PROGRAM

1. General information	
Full name of the institution of higher education and structural unit	Odessa State Agrarian University Faculty of Engineering and Economics Department of Management
Degree of higher education and title of qualification in the original language	Bachelor. Bachelor of Management
The official name of the educational and professional program	Management
Type of diploma and scope of educational and professional program	Bachelor's degree, single. Scope of the program: on the basis of complete general secondary education - 240 ECTS credits; Training period: on the basis of complete general secondary education - 3 years 10 months;
Availability of accreditation	Certificate of Accreditation, ND series, № 1692889. Decision of the Accreditation Commission dated 16.06. 2016, protocol № 121 (order of the Ministry of Education and Science of June 21, 2016 № 79 A). Valid until 01.07.2026
Cycle / level	NRC of Ukraine - level 6 (Resolution of the Cabinet of Ministers of November 23, 2011 № 1341, with changes and additions from 25.06. 2020 № 519), FQ -ENEA - the first cycle, EQF-LLL - 6 level
Prerequisites	Availability of secondary, secondary special education
Language (s) of instruction	English
Term of the educational program	5 years, until July 1, 2026
Restrictions on forms of education	Without restrictions
Internet address of the permanent placement of the description of the educational program	http://osau.edu.ua/
2. The purpose of the educational and professional program	
Providing systematic professional training of bachelors of management of new quality, who have deep theoretical knowledge, practical skills and abilities, motivated for harmonious personal development, think creatively, act socially responsibly on the basis of high spiritual values and are able to solve practical problems and specialized tasks of enterprise management. their subdivisions for the purpose of highly productive nature management and social and economic growth of production collectives, territorial communities and society as a whole.	
3. Characteristics of the educational-professional program	
Subject area (field of knowledge, specialty)	Field of knowledge - 07 Management and administration Specialty - 073 Management <i>Objects of study</i> is the management of organizations and their departments. <i>Learning objectives:</i> training of specialists capable of solving practical problems and complex specialized tasks, characterized by the complexity and uncertainty of conditions in the field of management of organizations and their departments. <i>Theoretical content of the subject area:</i> paradigms, laws, patterns, principles, historical preconditions of management development; concepts of system, situational, adaptive, antisipative, anti-crisis, innovation, project management, etc .; functions, methods, technologies and management

	<p>decisions in management.</p> <p><i>Methods, techniques and technologies:</i> general scientific and specific research methods (computational-analytical, economic-statistical, economic-mathematical, expert evaluation, factual, sociological, documentary, balance sheet, etc.); methods of realization of management functions (methods of marketing researches; methods of economic diagnostics; methods of forecasting and planning; methods of designing of organizational structures of management; methods of motivation; methods of control; methods of estimation of social, organizational and economic efficiency in management, etc.). management methods (administrative, economic, socio-psychological, technological); technologies for substantiation of management decisions (economic analysis, simulation modeling, decision tree, etc.).</p> <p><i>Tools and equipment:</i> modern information and communication equipment, information systems and software products used in management.</p>
Orientation of the educational program	Educational and professional
Basic educational focus programs and specializations	<p>Special education in the field of knowledge 07 "Management and Administration", specialty 073 "Management".</p> <p>The educational-professional program "Management" provides fundamental management training and thorough general economic education, the combination of which provides the ability of graduates to solve the following professional tasks: systematic analysis of the organization, identifying problems and justifying methods of solving them; development of strategic directions of development of the organization taking into account the tendency of change of the business environment; generating business ideas and managing investments; rational use of resource potential of the enterprise; development of effective systems of motivation and remuneration; ensuring the adoption and implementation of management decisions; organization of management activities, distribution and delegation of powers in the structure of the management of the organization; application of modern IT technologies in management. The program includes a set of professionally-oriented disciplines for the management of production, investment, innovation, marketing, foreign economic activity of enterprises.</p> <p><i>Keywords:</i> management, management, administration, personnel, organization, enterprise, strategy, management decisions, resources, functions, communications, efficiency, effectiveness.</p>
Features of the program	<p>The program is aimed at combining deep disciplinary and interdisciplinary theoretical knowledge with applied skills of management methods and tools, which forms a competitive competitive in the labor market case of general and professional competencies in management and allows you to build your career in various sectors of the economy. management, etc.</p> <p>The uniqueness of the program lies in its focus on the formation of competencies for managing the development of resource, economic, innovative, marketing and export potential of enterprises in the agri-food sector as one of the priority areas of the national economy and economic complex of Odessa region. The program takes into account the current staffing needs of stakeholders, as well as trends in regional, national and global labor markets.</p> <p>The educational process combines theoretical training, practical training and research work of applicants and provides internships at enterprises, writing term papers, participation in scientific and practical conferences, round tables, competitions, competitions of student research papers, preparation and public defense of qualifying work.</p>
4. Suitability of graduates of the educational program for employment and further training	
Employment	The Bachelor of Management is prepared to work at enterprises, institutions and organizations of all industries and is able to hold positions in accordance: Managers of enterprises, institutions, organizations and their departments; Manager in wholesale trade; Manager in retail household and non-food goods; Manager in food retail; Managers in agriculture, hunting, forestry, fishing and water management; Manager in the trade of vehicles;

	Managers in the field of research and development; Managers for market research and public opinion polls; Managers for business and management; Advertising managers; Managers for the selection, provision and use of personnel; Managers of quality systems; Managers (in other types of economic activity, not included in other groups; Manager for administrative activities, Manager for the organization of consulting services; Personnel manager; Supply Manager; Advertising manager; Sales Manager; Manager of communication technologies; Manager for social and corporate responsibility; assistant to the head of the enterprise (institution, organization); assistant head of another main unit; brand manager; customer service manager (with tender); specialist in project and program management in the field of tangible (intangible) production; corporate governance specialist; trader (business and advertising services); infocommunications specialist; conference service specialist; specialist in the organization and management of the farm; commodity market research analyst; specialist in effective entrepreneurship; production rationalization specialist; nature management specialist; administrator; economist, etc.	
Further training Academic rights of graduates	According to the educational programs of the second (master's) level of higher education, specialty 073 Management, other specialties of the master's level in the field of knowledge 07 "Management and Administration", as well as other industries.	
5. Teaching and assessment		
Teaching and learning	Teaching is based on the principles of student-centered learning, partnership "teacher-student", which is based on communicative and interpersonal interaction, mutual respect and a common goal - the preparation of bachelors of management of a new quality. The main forms of higher education are: institutional (full-time), part-time, distance, mixed) and dual. The educational process is carried out in the following forms: educational classes (lectures, laboratory, practical, seminar, individual classes, consultations); individual work; practical training (training and production practices); control measures (tests, exams, modular tests, defense of reports on practice and term papers, certification in the form of defense of qualifying work). Teaching is carried out with extensive use of both traditional and interactive teaching methods (case method, business games, teamwork, training, analytical and calculation tasks, master class, discussion club, brainstorming and others).	
Evaluation	Current control - oral interviews, current tests, evaluation of abstracts, presentations, individual calculation tasks, etc. Modular control - modular control works. Semester control - exams, tests, defense of practice reports, defense of term papers. Certification - public defense of qualifying work for a bachelor's degree. An accumulative system of assessment of knowledge by educational components is provided.	
6. Program competencies		
Integral competence	IR - Ability to solve complex specialized problems and practical problems, which are characterized by complexity and uncertainty of conditions, in the field of management or in the learning process, which involves the application of theories and methods of social and behavioral sciences.	
General Competences (LC)	ZK1	The ability to realize their rights and responsibilities 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.
	ZK2	Ability to preserve and increase moral, cultural, scientific values and increase the achievements of society based on understanding 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, techniques and technologies. for active recreation and a healthy lifestyle.
	ZK3	Ability to abstract thinking, analysis, synthesis.
	ZK4	Ability to apply knowledge in practical situations

	ZK5	Knowledge and understanding of the subject area; understanding of professional activity.
	ZK6	Ability to communicate in the state language both orally and in writing
	ZK7	Ability to communicate in a foreign language.
	ZK8	Skills in the use of information and communication technologies.
	ZK9	Ability to learn and master modern knowledge.
	ZK 10	Ability to conduct research at the appropriate level
	ZK 11	Ability to adapt and act in a new situation.
	ZK 12	Ability to generate new ideas (creativity)
	ZK 13	Appreciation and respect for diversity and multiculturalism.
	ZK 14	Ability to work in an international context
	ZK 15	Ability to act on the basis of ethical considerations (motives).
Special competencies (SC)	SC1	Ability to identify and describe the characteristics of the organization.
	SC2	Ability to analyze the results of the organization, to compare them with the factors of external and internal environment.
	SC3	Ability to determine the prospects for the development of the organization.
	SC4	Ability to identify functional areas of the organization and the relationships between them.
	SC5	Ability to manage the organization and its departments through the implementation of management functions,
	SC6	The ability to act socially responsibly and consciously.
	SK7	Ability to choose and use modern management tools.
	SC8	Ability to plan the activities of the organization and manage time.
	SC9	Ability to work in a team and establish interpersonal interaction in solving professional problems.
	SC10	Ability to evaluate the work performed, ensure their quality and motivate the staff of the organization.
	SK11	Ability to create and organize effective communications in the management process.
	SK12	Ability to analyze and structure the problems of the organization, to form sound decisions.
	SK13	Understand the principles and norms of law and use them in professional activities.
	SK14	Understand the principles of psychology and use them in professional activities.
	SK15	Ability to form and demonstrate leadership qualities and behavioral skills.
	SK16	Ability to analyze the economic, innovative, marketing and export potential of the enterprise and develop directions and tools for its development, taking into account industry characteristics
	SK17	Ability to think strategically, formulate business ideas, manage investments, organize their own business in market risk
7. Program learning outcomes		
Required components	PRN 1	Know their rights and responsibilities 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.
	PRN 2	Preserve moral, cultural, scientific values and increase the achievements of society, use different types and forms of physical activity to lead a healthy lifestyle.
	PRN 3	Demonstrate knowledge of theories, methods and functions of management, modern concepts of leadership.
	PRN 4	Demonstrate skills to identify problems and justify management decisions.
	PRN 5	Describe the content of the functional areas of the organization.
	PRN 6	Identify skills of search, collection and analysis of information,

	calculation of indicators to justify management decisions.
PRN 7	Demonstrate organizational design skills.
PRN 8	Apply management methods to ensure the effectiveness of the organization.
PRN 9	Demonstrate skills of interaction, leadership, teamwork.
PRN 10	Have the skills to justify effective tools to motivate the organization's staff.
PRN 11	Demonstrate skills of situation analysis and communication in various areas of the organization.
PRN 12	Assess the legal, social and economic consequences of the organization.
PRN 13	Communicate orally and in writing in state and foreign languages.
PRN 14	Identify the causes of stress, adapt yourself and team members to a stressful situation, find ways to neutralize it.
PRN 15	Demonstrate the ability to act socially responsibly and socially consciously on the basis of ethical considerations (motives), respect for diversity and interculturalism.
PRN 16	Demonstrate skills of independent work, flexible thinking, openness to new knowledge, be critical and self-critical.
PRN 17	Perform research individually and / or in a group under the guidance of a leader.
PRN 18	Demonstrate skills of analysis of the effectiveness of the management system of the enterprise, substantiation of the directions of its long-term development taking into account the industry characteristics
PRN 19	Demonstrate skills in developing, adopting and implementation of management decisions in the field of strategic and investment management in conditions of uncertainty and risk
8. Resource support for program implementation	
Staffing	In accordance with the personnel requirements to ensure the proceedings educational activities for the first (bachelor's) level of higher education (Annex 2 to the License Conditions), approved by the Resolution of the Cabinet of Ministers of 30.12.2015 № 1187. The implementation of the educational and professional program is carried out by highly qualified scientific and pedagogical workers with scientific degrees and academic titles, motivated to personal development and maintaining a high level of professionalism. All scientific and pedagogical workers undergo advanced training, including abroad. Highly qualified practitioners are involved in the educational process.
Material support	In accordance with the technological requirements for material and technical support of educational activities of the first (bachelor's) level of higher education (Annex 4 to the License Conditions), approved by the Resolution of the Cabinet of Ministers of 30.12.2015 № 1187. Material and technical support, including premises for lectures and practical classes, computer classes with applied computer programs, specialized laboratories, library, reading room, Internet access, multimedia equipment, assembly hall, sports hall and sports ground, dormitories, sports and health camps, catering establishments, etc., creates the necessary environment for productive educational, scientific and social activities of applicants.
Information and educational and methodical support	In accordance with the technological requirements for educational and methodological and informational support of educational activities of the first (bachelor's) level of higher education (Annex 5 to the License Conditions), approved by the Resolution of the Cabinet of Ministers of 30.12.2015 № 1187. Information and educational-methodical support is based on modern information systems and technologies and includes: library fund of educational and scientific literature, professional periodicals that correspond to the profile of the educational program http://library-osau.blogspot.com/ ; Institutional repository http://lib.osau.edu.ua/jspui/ ; Electronic catalog; http://lib.osau.edu.ua:8080/ ; Official website of OSAU http://osau.edu.ua/ ; Internet access; educational environment on the MOODLE platform https://moodle.osau.edu.ua/ ; curricula and work plans; educational and methodical support of disciplines (work programs, syllabuses, lecture notes, methodical instructions for practical classes and independent work);

	methodical support of passing of educational and industrial practices; methodical instructions on performance of course works; methodical recommendations on preparation of qualifying work, etc.
<i>9. Academic mobility</i>	
National credit mobility	It is provided by the Regulations on the procedure for exercising the right to academic mobility of participants in the educational process of OSAU and can be implemented in accordance with the concluded agreements with higher education institutions of Ukraine.
International credit mobility	It is provided by the Regulations on the procedure for exercising the right to academic mobility of participants in the educational process of OSAU and can be implemented in accordance with the concluded agreements on international cooperation.
Training of foreign applicants for higher education	Training of foreign applicants for higher education is carried out on general terms with additional language training - learning Ukrainian as a foreign language.

4. LIST OF COMPONENTS OF THE EDUCATIONAL AND PROFESSIONAL PROGRAM AND THEIR LOGICAL SEQUENCE

4.1. Content distribution educational and professional program by groups of components

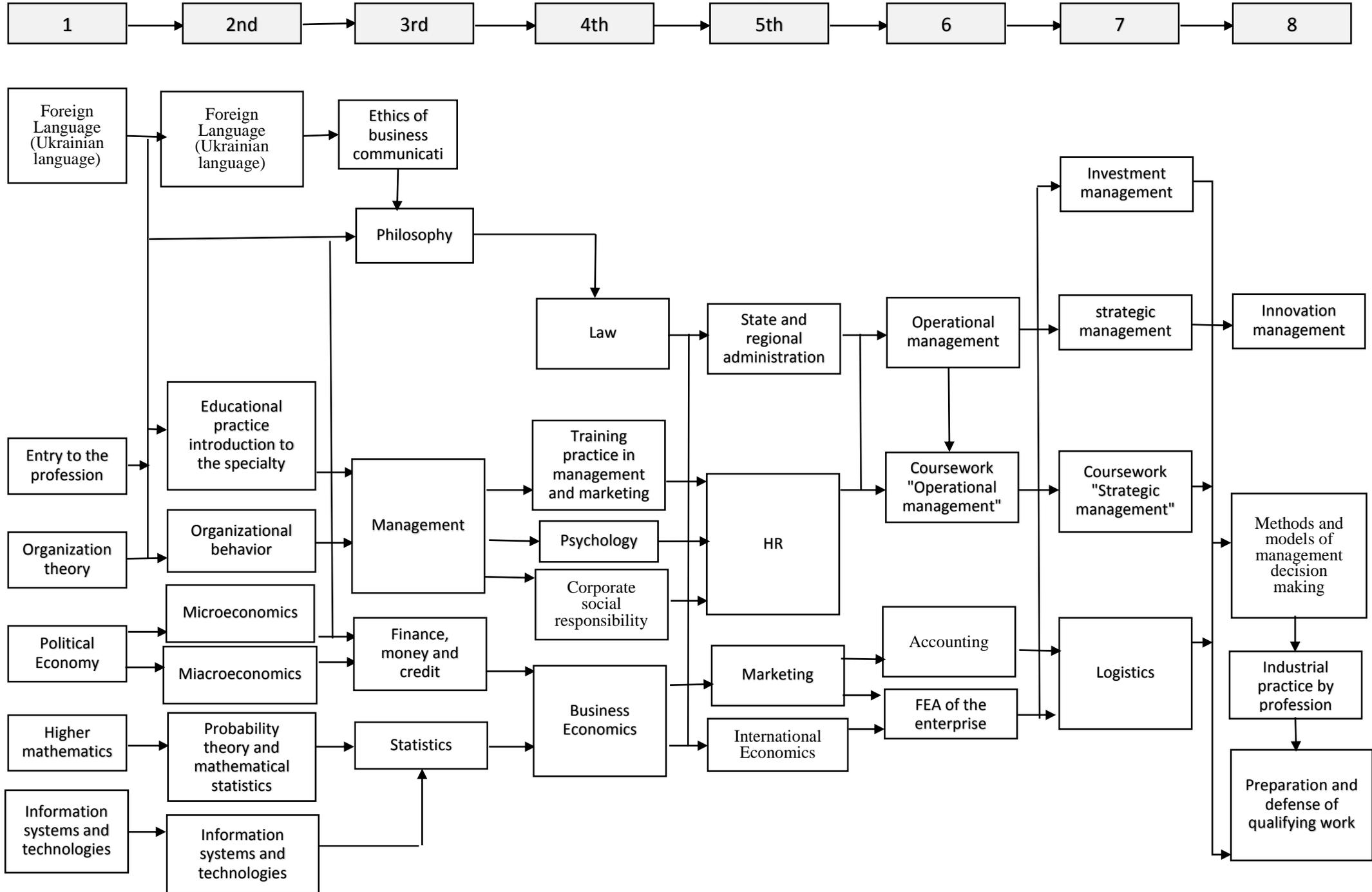
	Volume of educational load of the applicant of higher education, credits (specific weight)		
	mandatory components of the OPP	selective components of OPP	Total for the entire period of study
Total for the entire period of study	177 (74%)	63 (26%)	240 (100%)

4.2. List of components of the educational and professional program

Code	Name of OPP components	Number of hours	Number of credits	Form of control role	Competences
1. COMPULSORY EDUCATIONAL COMPONENTS					
1.1. Components of general training (health code)					
OZ 01	Philosophy	90	3	exam	ZK
OZ 02	Foreign Language (Ukrainian language)	360	12	offsets; exam	ZK
OZ 03	Higher mathematics	150	5	exam	ZK
OZ 04	Statistics	120	4	exam	ZK
OZ 05	Information systems and technologies	240	8	test; exam	ZK
OZ 06	Political Economy	120	4	exam	ZK
OZ 07	Macroeconomics	120	4	exam	ZK
OZ 08	Microeconomics	120	4	exam	ZK
OZ 09	Ethics of business communication	120	4	test	ZK, SK
OZ 10	Psychology	120	4	test	
OZ 11	Probability theory and mathematical statistics	90	3	test	
	TOGETHER FOR THE CYCLE	1650	55	x	x
1.2. Components of professional training (OP code)					
OP 01	Entry to the profession	150	5	exam	ZK, SK
OP 02	Organization theory	150	5	exam	ZK, SK
OP 03	Organizational behavior	120	4	exam	ZK, SK
OP 04	Management	150	5	exam	ZK, SK
OP 05	Operational management	180	6	Coursework; exam	ZK, SK
OP 06	HR	180	6	exam	ZK, SK
OP 07	Investment management	120	4	exam	ZK, SK
OP 08	Strategic management	150	5	Coursework; exam	ZK, SK
OP 09	Innovation management	120	4	exam	ZK, SK
OP 10	Methods and models of management decision making	150	5	exam	ZK, SK
OP 11	Marketing	180	6	Coursework; exam	ZK, SK
OP 12	Business Economics	150	5	exam	ZK, SK
OII 13	Corporate social responsibility	90	3	exam	ZK, SK
OP 14	Finance, money and credit	150	5	exam	ZK, SK

Code	Name of OPP components	Number of hours	Number of credits	Form of control role	Competences
OP 15	FEA of the enterprise	180	6	exam	ZK, SK
OP 16	Accounting	150	5	exam	ZK, SK
OP 17	Law	150	5	exam	ZK, SK
OP 18	State and regional administration	150	5	exam	ZK, SK
OP 19	International Economics	180	6	exam	ZK, SK
OP 20	Logistics	180	6	exam	ZK, SK
	TOGETHER FOR THE CYCLE	3030	101	x	x
	TOGETHER MANDATORY DISCIPLINES	4680	156	x	x
	1.3. PRACTICAL TRAINING				
	Training practices	360	12		
NP 01	Training practice "Introduction to the profession"	180	6	report protection	ZK, SK
NP 02	Training practice in management and marketing	180	6	report protection	SC
	Production practices	180	6		
WFP 02	Industrial practice by profession	180	6	report protection	SC
	Together practice	540	18		
	Qualification work	180	6	caliph protection. work	
	TOGETHER FOR COMPULSORY EDUCATIONAL COMPONENTS	5400	180	x	x
	TOTAL SELECTIVE EDUCATIONAL COMPONENTS	1800	60		
	TOGETHER BACHELOR	7200	240		

4.3. Structural and logical scheme



5. FORMS OF CERTIFICATION OF HIGHER EDUCATION

The form of certification of applicants for the degree of Bachelor of specialty 073 "Management" is the preparation and defense of qualifying work, which is an independent research qualifying work that synthesizes the results of theoretical and practical training in the mandatory and elective components of educational and professional training program applicants for the degree of "bachelor" in the specialty 073 "Management". Qualification work should involve solving a complex specialized task or practical problem in the field of management, characterized by complexity and uncertainty of conditions, using theories and methods of economics. There can be no academic plagiarism, falsification or writing off in the qualification work.

Attestation is carried out by the attestation commission in the form of public protection, the results of which assess the level of acquired by the applicant in the process of learning integrated knowledge, skills and abilities necessary for the performance of professional duties. The diploma of the established sample on awarding of a bachelor's degree with assignment of qualification of the bachelor of management is issued.

№	Disciplines	Competence code																																
		ZK 1	ZK 2	ZK 3	ZK 4	ZK 5	ZK 6	ZK 7	ZK 8	ZK 9	ZK 10	ZK 11	ZK 12	ZK 13	ZK 14	ZK	SC 1	SC 2	SC 3	SC 4	SC 5	SC 6	SC 7	SC 8	SC 9	SC 10	SC 11	SC 12	SC 13	SC 14	SC 15	SC 16	SC 17	
	Integral competence	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
2. CYCLE OF PROFESSIONAL TRAINING																																		
2.1. Mandatory part																																		
OP 01	Entry to the profession		+			+					+						+			+		+			+		+					+		
OP 02	Organization theory		+	+		+						+	+				+	+	+	+		+			+	+	+							
OP 03	Organizational behavior		+		+	+					+		+	+		+		+	+	+	+		+			+	+	+			+	+		
OP 04	Management		+	+	+	+										+	+	+		+	+	+		+	+	+	+			+	+	+		
OP 05	Operational management				+	+						+						+		+	+			+		+	+					+	+	
OP 06	HR				+	+						+	+		+	+				+	+	+		+	+	+	+			+	+			
OP 07	Investment management				+	+					+		+					+	+		+			+				+						+
OP 08	Strategic management		+	+	+	+					+	+	+	+			+	+	+		+			+	+			+				+	+	
OP 09	Innovation management				+	+					+	+	+	+				+	+		+			+	+			+				+	+	
OP 10	Methods and models of management decision making				+	+					+		+					+	+	+	+			+	+			+				+	+	
OP 11	Marketing			+	+						+		+				+		+	+		+	+		+	+			+	+	+		+	+
OP 12	Business Economics			+	+													+									+					+		+
OP 13	Corporate social responsibility	+	+		+	+					+		+	+		+		+	+		+			+	+	+			+	+		+	+	
OP 14	Finance, money and credit			+	+						+							+	+					+									+	+
OP 15	FEA of the enterprise			+	+						+			+	+			+	+								+	+	+			+	+	
OP 16	Accounting			+	+	+																						+	+			+	+	

№	Disciplines	Competence code																																	
		ZK 1	ZK 2	ZK 3	ZK 4	ZK 5	ZK 6	ZK 7	ZK 8	ZK 9	ZK 10	ZK 11	ZK 12	ZK 13	ZK 14	ZK	SC 1	SC 2	SC 3	SC 4	SC 5	SC 6	SC 7	SC 8	SC 9	SC 10	SC 11	SC 12	SC 13	SC 14	SC 15	SC 16	SC 17		
	Integral competence	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	
OP 17	Law	+		+	+										+						+						+		+						
OP 18	State and regional management	+	+		+	+									+		+		+	+	+						+		+		+				
OP 19	International Economics		+	+	+					+		+		+								+					+								
OP 20	Logistics			+	+	+					+							+	+	+				+	+			+	+				+	+	
NP 01	Training practice "Introduction to the profession"		+			+					+		+				+			+		+			+		+					+			
NP 02	Training practice in management and marketing		+	+	+	+				+		+	+				+	+		+	+			+	+		+			+			+	+	
WFP 02	Industrial practice by profession				+	+					+	+					+	+			+			+	+		+		+		+		+	+	
	Qualification work		+	+	+	+					+	+					+	+	+					+			+						+	+	

**7. MATRIX OF PROVIDING SOFTWARE LEARNING RESULTS (PRN)
RELEVANT COMPONENTS OF THE EDUCATIONAL AND PROFESSIONAL PROGRAM**

№	Disciplines	Code of program learning outcomes																		
		PRN 1	PRN 2	PRN 3	PRN 4	PRN 5	PRN 6	PRN 7	PRN 8	PRN 9	PRN 10	PRN 11	PRN 12	PRN 13	PRN 14	PRN 15	PRN 16	PRN 17	PRN 18	PRN 19
1. COMPULSORY EDUCATIONAL COMPONENTS																				
1.1. Components of general training																				
OZ 01	Philosophy	+	+										+			+	+			
OZ 02	Foreign language (Ukrainian language)	+	+									+		+		+				
OZ 03	Higher mathematics				+		+			+							+			+
OZ 04	Statistics				+		+					+					+	+	+	+
OZ 05	Information systems and technologies				+	+	+					+					+			
OZ 06	Political Economy	+	+	+		+							+			+	+			
OZ 07	Macroeconomics	+	+	+		+							+			+	+			
OZ 08	Microeconomics	+	+	+		+							+			+	+			
OZ 09	Ethics of business communication	+	+									+		+	+	+				
OZ 10	Psychology	+	+							+	+	+		+	+	+	+			
OZ 11	Probability theory and mathematical statistics				+		+		+									+		+
1.2. Components of professional training																				
OP 01	Entry to the profession		+	+		+				+					+		+	+		
OP 02	Organization theory			+		+		+		+			+			+				
OP 03	Organizational behavior		+	+		+		+		+	+		+		+	+				
OP 04	Management			+	+	+		+	+	+	+				+	+			+	+
OP 05	Operational management				+	+	+	+	+		+		+					+	+	+
OP 06	HR			+	+	+		+	+	+	+	+	+		+	+	+			
OP 07	Investment management			+	+	+			+									+	+	+
OP 08	Strategic management		+	+	+	+			+		+		+					+	+	+
OP 09	Innovation management				+	+			+			+	+					+	+	+
OP 10	Methods and models of management decision making			+	+		+		+				+					+	+	+
OP 11	Marketing			+	+	+	+		+	+			+			+		+	+	+
OP 12	Business Economics			+	+	+	+				+		+				+			

№	Disciplines	Code of program learning outcomes																		
		PRN 1	PRN 2	PRN 3	PRN 4	PRN 5	PRN 6	PRN 7	PRN 8	PRN 9	PRN 10	PRN 11	PRN 12	PRN 13	PRN 14	PRN 15	PRN 16	PRN 17	PRN 18	PRN 19
OP 13	Corporate social responsibility	+								+	+	+	+	+		+	+			
OP 14	Finance, money and credit			+	+	+							+							
OP 15	FEA of the enterprise			+	+	+	+					+			+				+	+
OP 16	Accounting				+	+	+						+						+	
OP 17	Law	+		+	+		+	+			+		+			+				
OP 18	State and regional administration	+	+	+	+			+				+	+			+	+			
OP 19	International Economics	+										+				+				
OP 20	Logistics			+	+	+			+		+	+					+			+
NP 01	Training practice "Introduction to the profession"		+	+		+				+					+		+	+		
NP 02	Training practice in management and marketing			+	+	+	+		+	+							+	+		
WFP 02	Industrial practice by profession				+	+	+	+	+				+				+	+	+	+
	Qualification work			+	+	+	+	+	+				+				+	+	+	+

9. LIST OF USED DOCUMENTS ON WHICH THE EDUCATIONAL AND PROFESSIONAL PROGRAM IS BASED

The educational program is developed on the basis of the following regulations:

1. Law of Ukraine "On Education" № 2145-VIII of 05.09.2017
URL: <https://zakon.rada.gov.ua/laws/show/2145-19>
2. Law of Ukraine "On Higher Education" № 1556-VII of 01.07.2014
URL: <https://zakon.rada.gov.ua/laws/show/1556-18>
3. Law of Ukraine "On licensing of economic activities" № 867-VIII dated 08.12.2015 p. URL: <https://zakon.rada.gov.ua/laws/show/222-19/ed20160116>
4. Classifier of professions: DK 003: 2010. - To replace DK 003: 2005; Valid from 2010-11-01. URL: <https://zakon.rada.gov.ua/rada/show/va327609-10>
5. Classification of economic activities: DK 009: 2010. - To replace DK 009: 2005; Valid from 2012-01-01. URL: <https://zakon.rada.gov.ua/rada/show/vb457609-10>
6. Resolution of the Cabinet of Ministers of Ukraine "On amendments to the resolution of the Cabinet of Ministers of Ukraine № 1187 of 30.12.2015»№347 from 10.05.2018
URL: <https://zakon.rada.gov.ua/laws/show/347-2018-%D0%BF>
7. National educational glossary: higher education / 2nd ed., Revised. and ext. / avt.-uklad .: V.M. Zakharchenko, S.A. Kalashnikov, V.I. Lugovyi, A.V. Stavytsky, Yu.M. Rashkevich, Zh.V. Talanova / Ed. V.G. Flint. Kyiv: Pleiades Publishing House LLC, 2014. 100 p.
8. Resolution of the Cabinet of Ministers of Ukraine №1187 of 30.12.2015 "On approval of the License conditions for educational activities of educational institutions". URL: <https://zakon.rada.gov.ua/laws/show/1187-2015-%D0%BF>
9. Standards and recommendations for quality assurance in the European Higher Education Area. Kyiv: Lenvit, 2006. 35 p.
10. Standard of Higher Education of the first (bachelor's) level of knowledge 07 "Management and Administration" specialty 073 "Management". Approved by the Order of the Ministry of Education and Science of Ukraine № 1165 dated October 29, 2018. Kyiv: Ministry of Education and Science of Ukraine. URL: <https://mon.gov.ua/storage/app/media/vishcha-osvita/zatverdzeni%20standarty/12/21/073-menedzhment-bakalavr.pdf>