

**MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE
NATIONAL TECHNICAL UNIVERSITY OF UKRAINE
«IGOR SIKORSKY KYIV POLYTECHNIC INSTITUTE»**

APPROVED
Academic Council
of Igor Sikorsky Kyiv Polytechnic Institute
(Protocol No 8 dated September 11, 2023)
Head of the Academic Council
_____ Mykhaylo ILCHENKO

MANAGEMENT OF INTERNATIONAL BUSINESS

EDUCATIONAL AND PROFESSIONAL PROGRAM

of the Second (Master's) Level of Higher Education

by specialty 073 Management
field of knowledge 07 Management and administration
qualification Master of Management

Came into force since 2023/2024 academic year
by order of the Rector
of Igor Sikorsky Kyiv Polytechnic Institute
from September 27, 2023 No NON/276/2023

PREAMBLE

DEVELOPED by the project team:

Project Team Leader:

DUNSKA Alla Rashydivna, Professor of the Department of Management of Enterprises, Associate Professor, Doctor of Economics

Members of the Project Team:

KRAVCHENKO Maryna Olehivna, Dean of the Faculty of Management and Marketing, Doctor of Economics, Professor

DERGACHOVA Victoria Victorivna, Head of the Department of Management of Enterprises, Doctor of Economics, Professor

HOLIUK, Viktoriia Yaroslavivna, Associate Professor of the Department of Management of Enterprises, PhD (Economics), Associate Professor

ARTEMENKO Lina Petrivna, Associate Professor of the Department of Management of Enterprises, PhD (Economics), Associate Professor

AGREED by:

Scientific and Methodical Council of Speciality 073 «Management» Igor Sikorsky Kyiv Polytechnic Institute

Head of the Scientific and

Methodical Council of Speciality _____ Maryna KRAVCHENKO

(Meeting protocol No 8 from 22 / 06 / 2023)

Methodical Council of Igor Sikorsky Kyiv Polytechnic Institute

Head of Methodical Council _____Anatoliy MELNYCHENKO

(Meeting protocol No 1 from 07 / 09 /2023)

In the educational program development took part:

KURTA Tetyana Viktorivna, head of the digital technologies and logistics department of "LANDTECH" LLC

STRYGUNIVSKA Olena, Associate Professor of Science and Pedagogy, PhD, AGH Stanislaw Stashich University of Science and Technology in Krakow (Poland)

LAGODIENKO Vladyslav Mykolayovych, student of the second (master's) level of higher education at the Educational Program "Management of International Business", specialty 073 "Management", group UZ-21mp

TAKEN INTO ACCOUNT:

1. Methodological recommendations of the higher education sector of the Scientific and Methodological Council of the Ministry of Education and Science of Ukraine. URL: <https://mon.gov.ua/ua/osvita/visha-osvita/naukovo-metodichna-radaministerstva-osviti-i-nauki-ukrayini/metodichni-rekomendaciyi-vo>
2. The current standard of higher education in the specialty 073 "Management" for the second (master's) level of higher education (Order of the Ministry of Education and Science № 959 dated 10.07.2019) URL: <https://mon.gov.ua/storage/app/media/vishcha-osvita/zatverdzeni%20standarty/2019/07/12/073-menedzhment-magistr.pdf>
3. National Qualifications Framework. Addendum to the Resolution of the Cabinet of Ministers of Ukraine dated November 23, 2011 No. 1341 (as amended by the Resolution of the Cabinet of Ministers of Ukraine dated June 25, 2020 No. 519). URL: <https://zakon.rada.gov.ua/laws/show/1341-2011-%D0%BF#Text>
4. Discussion of proposals from employers, the academic community and students of the second (master's) level of higher education at the meetings at meetings NMK of Igor Sikorsky KPI on the specialty 073 "Management" (protocols No. 12 dated May 28, 2021, No. 1 dated September 28, 2021, No. 2 dated October 26, 2021, No. 3 dated November 30, 2021, No. 9 dated June 22 червня, 2022, No. 2 dated October 4, 2022, No. 8 dated June 22, 2023) .
5. Discussion of the results of the internal self-analysis, proposals from employers, the academic community and applicants of the second (master's) level of higher education at the meetings of the department (protocols No. 16 dated May 24, 2021, No. 1 dated August 31, 2021, No. 5 dated November 10, 2021, No. 6 of December 1, 2021, No. 1 dated September 7, 2022, No. 2 dated October 12, 2022, No. 3 dated October 19, 2022, No. 17 dated June 14, 2023).
6. Reviews, feedback from employers, stakeholders, results of public discussion (<https://kafedra.management.fmm.kpi.ua/main/?p=4347>).
7. Regulations on the development, approval, monitoring and revision of educational programs at Igor Sikorsky KPI URL: <https://osvita.kpi.ua/node/137>

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1. PROFILE OF THE EDUCATIONAL PROGRAM

on the specialty 073 Management

1 – General information	
Full name of the institution of higher education and faculty	National Technical University of Ukraine "Igor Sikorsky Kyiv Polytechnic Institute " Faculty of Management and Marketing
Degree of higher education and the title of the qualification in the original language	Degree – master Qualification – Master of Management
Level in NQF	NQF of Ukraine – Level 7 QF-EHEA – second cycle EQF-LLL – Level 7
Official name of the educational program	Management of International Business
Type of diploma and scope of educational program	Master's degree, single, 90 credits, educational period 1 year, 4 months
Availability of accreditation	Accreditation certificate of the National Agency for Quality Assurance of Higher Education No. 3921
Prerequisites	Bachelor's degree
Teaching language	Ukrainian / English
Validity of the educational program	Until 01.07.2028
Internet address of the permanent placement of the educational program	http://management.fmm.kpi.ua/
2 – The purpose of the educational program	
<p>Training of highly qualified specialists in the field of international business management, capable of solving complex practical problems and specialized tasks of the organization, planning the international activities of enterprises, effective use of the trends of the world economic system and the information, innovation, intellectual personnel, resource potential of the development of international business, aimed at ensuring sustainable export-oriented development of domestic enterprises, taking into account the modern challenges of the turbulent external environment and processes of transformation of the world market.</p>	

3 – Characteristics of the educational program	
Subject area	<p>The objects of study: management of organizations and their divisions.</p> <p>Learning objectives: training of specialists capable of identifying and solving complex tasks and problems in the field of management or in the learning process, which provide conducting research and / or implementing innovations and are characterized by uncertainty of conditions and requirements.</p>
	<p>Theoretical content of the subject area:</p> <ul style="list-style-type: none"> - paradigms, laws, patterns, principles, historical prerequisites for management development; - concepts of system, situational, adaptive, anticipative, anti-crisis, innovative, project management, etc; - functions, methods, technologies and management decisions in management. <p>Methods, techniques and technologies:</p> <ul style="list-style-type: none"> - general scientific and specific research methods (calculation and analytical, economic and statistical, economic and mathematical, expert evaluation, factual, sociological, documentary, balance 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); - management methods (administrative, economic, socio-psychological, technological); - technologies for substantiation of management decisions (economic analysis, simulation modelling, decision tree, etc.). <p>Tools and equipment: modern information and communication equipment, information systems and software products used in management.</p>
Orientation of the educational program	Educational and professional
The main focus of the educational program and specialization	<p>Special education in the field of management of international business;</p> <p>Key words: management, international business, international activity, strategic management, development projects, foreign economic activity, world economy, development modelling, transformational leadership, cross-cultural management, international management, digital transformation.</p>

<p>Peculiarities of the program</p>	<p>Providing up-to-date systematic knowledge, acquisition of applied skills and abilities that ensure the implementation of general and professional competencies in the field of management of international operations of enterprises on the basis of export-oriented development.</p> <p>The uniqueness of the educational program is due to the determination of the priority of export-oriented development of industrial enterprises of the country based on the study of foreign experience and the formation of their own innovative projects to expand the international activities of enterprises. Training of specialists in the field of management of international business is aimed at meeting the needs of the real sector of the economy.</p> <p>As part of the implementation of the educational program, it is possible to master the certificate program "Business in EU countries", which is aimed at maintaining the European integration vector of Ukraine through the study and implementation of European principles, standards, approaches and practices and was developed on the basis of the implemented project "European business models: transformation, harmonization and implementation in Ukraine" No. 587138-EPP-1-2017-1-UA-EPPJMO-MODULE with the support of the ERASMUS+ Program of the European Union in accordance with the conditions of the received Jean Monnet Fund grant in 2017-2020.</p> <p>The concluded agreements on cooperation between the university and institutions and enterprises give students the opportunity to master the mechanisms of management decisions and conduct research based on real economic indicators.</p> <p>The program provides opportunities for short-term academic internships abroad under credit mobility programs.</p>
<p>4 – Suitability of graduates for employment and further study</p>	
<p>Suitability for employment According to the classification of professions DK 003: 2010</p>	<p>According to the classifier of professions SC 003:2010: 14 Managers of enterprises, institutions, organizations and their divisions; 1475.3 Managers for market research and public opinion polls; 1475.4 Managers for business and management; 1475.4 Managers of foreign economic activity; 1476.1 Advertising managers; 1477 Managers for the selection, provision and use of personnel; 149 Managers in other economic activities; 1493 Quality system managers; 1499 Managers in other economic activities, not included in other groups</p>
<p>Further studying</p>	<p>An opportunity to study at the third (educational and scientific) level of higher education - Doctor of Philosophy. Acquisition of additional qualifications in the system of postgraduate education.</p>

5 – Teaching and assessment	
Teaching and learning	<p>Teaching and learning in the program is based on the application of a competency-based methodological approach and adherence to the principles of student-centered learning, the teaching of individual educational components is based on Kolb's model.</p> <p>The following teaching technologies are actively used: problem-oriented, personal-oriented, practical, project-based, independent learning, learning through research.</p> <p>Teaching methods:</p> <ul style="list-style-type: none"> • conducting lectures, practical and seminar classes (in classroom, remote or mixed format); • individual research and analytical activity of students regarding the preparation of calculation and term papers, presentations, essays using scientific, methodical, educational literature and other information sources; • conducting lectures, workshops, seminars with the participation of practitioners from partner enterprises; • participation in scientific and scientific-practical conferences, research projects, professional trainings • internship at a company and writing a master's thesis.
Assessment	<p>A rating system is used to evaluate the results of training and the level of learning of educational components, the list of which is a component of the individual study plans of the applicants. The rating evaluation system (RES) provides for the establishment of certain criteria, based on and using which the educational, cognitive, practical, and individual activities of the applicants are evaluated step by step. RES is made public to applicants at the beginning of studying the educational component and does not change during the semester.</p> <p>Assessment is divided into current, semester and certification.</p> <p>The current evaluation of learning of educational components is based on the results of the performance of educational and individual tasks, knowledge testing, control work performed by students during the semester. For the semester evaluation of educational components, rating evaluation systems are used with the distribution of points in accordance with reference representations of three types, depending on the form of final control: credit, exam (written or oral), defence of a practice report.</p>
6 – Program competencies	
Integral competence	<p>The ability to solve complex tasks and problems in the field of management or in the learning process, which provide conducting research and / or implementing innovations and are characterized by uncertainty of conditions and requirements</p>

General competencies (GC)	
GC 1	Ability to conduct research at the appropriate level
GC 2	Ability to communicate with representatives of other professional groups of different levels (with experts from other fields of knowledge / types of economic activity)
GC 3	Skills in the use of information and communication technologies
GC 4	Ability to motivate people and move towards a common goal
GC 5	Ability to act on the basis of ethical considerations (motives)
GC 6	Ability to generate new ideas (creativity)
GC 7	Ability to abstract thinking, analysis and synthesis
Professional competencies (PC)	
PC 1	Ability to select and use concepts, methods, and management tools, including in accordance with defined goals and international standards;
PC 2	Ability to set values, visions, mission, goals and criteria by which the organization determines further directions of development, to develop and implement appropriate strategies and plans;
PC 3	Ability for self-development, lifelong learning and effective self-management
PC 4	Ability to effectively use and develop the organization's resources
PC 5	Ability to create and organize effective communications in the management process
PC 6	Ability to form leadership qualities and demonstrate them in the process of managing people;
PC 7	Ability to develop projects, manage them, show initiative and entrepreneurship
PC 8	Ability to use psychological technology to work with staff
PC 9	Ability to analyze and structure the problems of the organization, make effective management decisions and ensure their implementation
PC 10	Ability to manage the organization and its development
PC 11	The ability to analyze opportunities for international business development taking into account global trends, based on understanding the innovative nature of the growth of economic systems and the nature of crisis phenomena and cyclical processes in world markets
PC 12	Ability to form strategies for international business activities of enterprises on the basis of sustainable development, taking into account the potential of digital transformations in the world economy
PC 13	Ability to organize, plan international business activities of enterprises taking into account current trends in the world economy and using promising business models
PC 14	Ability to find and evaluate new market opportunities for the development of the organization, promising areas of development of different forms of international business, to substantiate the mechanisms of transformation of management systems based on integration management decisions

PC 15	Ability to develop, economically justify and implement in the practice of the organization of project solutions to ensure the efficient use of various types of resources, increase profitability and form the preconditions for the development of the potential of international business activities
7 – Program learning outcomes	
PLO 1	Critically comprehend, select and use the necessary scientific, methodological and analytical tools for management in unpredictable conditions;
PLO 2	Identify problems in the organization and justify methods of solving them;
PLO 3	Develop the effective management systems for organizations;
PLO 4	Substantiate and manage projects, generate business ideas;
PLO 5	Plan the activities of the organization in strategic and tactical sections;
PLO 6	To have the skills to make, justify and ensure the implementation of management decisions in unpredictable conditions, taking into account the requirements of applicable law, ethical considerations and social responsibility;
PLO 7	Organize and carry out effective communication within the team, with representatives of various professional groups and in the international context;
PLO 8	Use specialized software and information systems to solve management problems of the organization;
PLO 9	Be able to communicate in professional and scientific circles in the state and foreign languages;
PLO 10	Demonstrate leadership skills and ability to work in a team, interact with people, influence their behaviour to solve professional problems;
PLO 11	Provide personal professional development and planning your own time;
PLO 12	Be able to delegate authority and management of the organization (unit);
PLO 13	Be able to plan and implement information, methodological, material, financial and personnel support of the organization (unit);
PLO 14	Determine and develop optimal forms of organization of international business activities of enterprises, taking into account the peculiarities of doing business, the impact of digital information on the implementation of foreign activity;
PLO 15	To be able to identify patterns, conditions and factors of a national and international nature that determine the formation of effective plans and projects for the development of international business;
PLO 16	Identify and analyze the possible impact of modern global economy trends in the world economy on the functioning of international business entities, in particular transnational corporations, understand the peculiarities of the development of the world economy and forecast its directions.
8 – Resource support for program implementation	
Staffing	Scientific and pedagogical staff involved in the implementation of the educational program meets the requirements of the Resolution of the Cabinet of Ministers of Ukraine dated 30.12.2015 № 1187 (current) as amended on 23.05.2018 № 347, № 180 on 03.03.2020, № 365 on 24.03.2021.

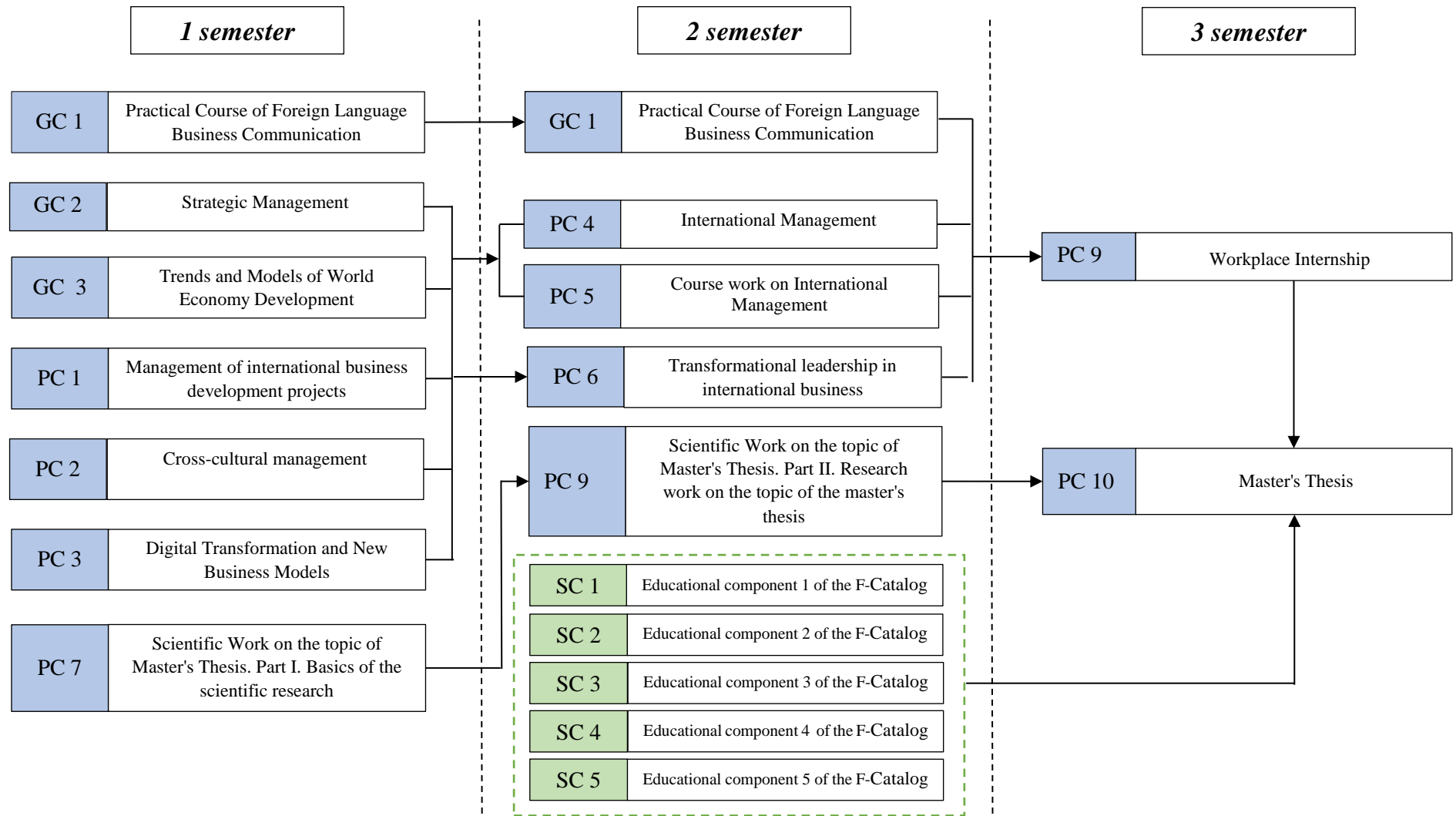
Material and technical support	<p>Material and technical support meets the requirements of the Resolution of the Cabinet of Ministers of Ukraine dated 30.12.2015 № 1187 (current) as amended on 23.05.2018 № 347, № 180 on 03.03.2020, № 365 on 24.03.2021.</p> <p>Educational and scientific activities for the teaching of EP applicants are provided by the material and technical base of Igor Sikorsky Kyiv Polytechnic Institute, which meets the licensing requirements and requirements for educational activities. The university has a developed social infrastructure, including educational buildings, a library. The Department of Management has an educational multimedia laboratory equipped with modern computers, licensed software connected to the internal network. Access to the YouControl database is available. The educational environment is safe for the life and health of students, provided by the activities of the university. There is a Department of Social and Psychological Work to support the mental health of applicants. Applicants are provided with a dormitory.</p>
Information, educational and methodical support	<p>Information, educational and methodical support meets the requirements of the Resolution of the Cabinet of Ministers of Ukraine dated 30.12.2015 № 1187 (current) as amended on 23.05.2018 № 347, № 180 on 03.03.2020, № 365 on 24.03.2021.</p> <p>The general library fund of book paper copies of the Igor Sikorsky Kyiv Polytechnic Institute library, as well as electronic resources, including the Electronic Archive of Scientific and Educational Materials "ELAKPI", subscribed to various databases (Scopus, Web of Science, Springer Nature, Business Source Premier (EBSCO Publishing), ScienceDirect), access to other databases (RePEc (Research Papers in Economics), UNdata (Social Science Research Network, etc.), plagiarism checking software "Unichek", free access to the World Wide Web. Scientific and educational, educational and methodical materials of the internal network of the University "Electronic Campus", distance learning platform "Sikorsky", personal cabinets of teaching staff on the website of the department. Educational and methodological support of educational components includes syllabi, textbooks, study aids, educational and methodological complexes, lecture notes, distance courses, monographs, scientific publications.</p>
9 – Academic mobility	
National credit mobility	<p>The possibility of concluding agreements on academic mobility in accordance with the current legislation of Ukraine. Students can use academic exchange programs with domestic higher education institutions, in particular in accordance with the agreement with the State University "Odesa Polytechnic". Agreements on academic exchange programs with other institutions of higher education and partners are expected to be concluded.</p>

<p>International credit mobility</p>	<p>Applicants studying under this educational and professional program have the opportunity to simultaneously receive a master's degree under the «International business» program at AGH Krakow (Akademia Gorniczo-Hutnicza im. Stanislawa Staszica w Krakowie) (Poland).</p> <p>Applicants of the second (master's) level of higher education have the opportunity to take advantage of the offers offered by the academic mobility department of KPI named after Igor Sikorskyi, in particular on the basis of bilateral agreements (memorandums) on cooperation with partner universities:</p> <p>1) Erasmus+KA1 on a competitive basis at the University of Jena (Germany), Poznań University of Technology (Republic of Poland), Dumlupinar University (Republic of Turkey);</p> <p>2) MEVLANA EXCHANGE PROGRAM at Selcuk University, Ankara University (Republic of Turkey).</p> <p>There is an opportunity to participate in international events within the framework of cooperation agreements with the Częstochowa Polytechnic University (Poland), Varna University of Technology (Republic of Bulgaria).</p> <p>Agreements on academic exchange programs with other partner educational institutions are expected to be concluded.</p>
<p>Teaching of foreign applicants for higher education</p>	<p>For foreign students studies are conducted in Ukrainian in general groups or in English in separate groups, provided that their English level is at least B2.</p>

2. LIST OF COMPONENTS OF THE EDUCATIONAL PROGRAM

<i>Code</i>	<i>Components of the educational program (academic disciplines, practices, qualification work)</i>	<i>Number of credits</i>	<i>Form of final control</i>
1	2	3	4
1. Mandatory components			
1.1. General training cycle			
GC 1	Practical Course of Foreign Language Business Communication	3	pass/fail test
GC 2	Strategic Management	8	exam
GC 3	Trends and Models of World Economy Development	3	pass/fail test
1.2. Professional training cycle			
PC 1	Management of international business development projects	7	exam
PC 2	Cross-cultural management	5	pass/fail test
PC 3	Digital Transformation and New Business Models	3,5	pass/fail test
PC 4	International Management	4	exam
PC 5	Course work on International Management	1	pass/fail test
PC 6	Transformational leadership in international business	3	pass/fail test
PC 7	Scientific Work on the topic of Master's Thesis. Part I. Basics of the scientific research	2	pass/fail test
PC 8	Scientific Work on the topic of Master's Thesis. Part II. Research work on the topic of the master's thesis	2	pass/fail test
PC 9	Workplace Internship	14	pass/fail test
PC 10	Master's Thesis	12	defense
2. Selective components			
SC 1	Educational component 1 of the F-Catalog	4,5	pass/fail test
SC 2	Educational component 2 of the F-Catalog	4,5	pass/fail test
SC 3	Educational component 3 of the F-Catalog	4,5	pass/fail test
SC 4	Educational component 4 of the F-Catalog	4,5	pass/fail test
SC 5	Educational component 5 of the F-Catalog	4,5	pass/fail test
Total volume of mandatory components:		67,5	
Total volume selective components:		22,5	
Total volume of educational components that ensure the acquisition of competencies of certain SHE		67,5	
TOTAL VOLUME OF THE EDUCATIONAL PROGRAM		90	

3. STRUCTURAL AND LOGICAL SCHEME OF THE EDUCATIONAL PROGRAM



4. FORM OF CERTIFICATION OF HIGHER EDUCATION ACQUIRERS

Attestation of students of higher education under the "International Business Management" educational program is carried out in the form of a public defense of the qualification work.

The qualification work should involve solving a complex problem or problem in the field of international business management, which requires research and/or innovation and is characterized by the complexity and uncertainty of conditions, with the application of theories and methods of economic science.

Completion of the qualification work by the applicant of the second (master's) level of higher education must be carried out in accordance with the Academic Integrity Policy of Igor Sikorsky KPI, which is a component of the Code of Honor of the National Technical University of Ukraine "Igor Sikorsky Kyiv Polytechnic Institute", in particular, should not contain academic plagiarism, falsification, fabrication.

The qualification work must be published on the official website of the institution of higher education or its division, or in the repository of the institution of higher education.

According to the Regulation on the attestation commission and attestation of higher education applicants at Ihor Sikorskyi KPI defense of qualification works is carried out publicly. Applicants and other persons present at the defense of qualification works may conduct audio and/or video recording of the defense process, except for the defense of qualification works on a closed topic.

When transferring the educational process to Igor Sikorskyi KPI in the remote format the attestation of applicants must comply with the Regulations for the organization and conduct of defenses of qualification works and attestation exams in the remote mode.

1. MATRIX OF CORRESPONDANCE OF PROGRAM COMPETENCIES TO THE COMPONENTS OF THE EDUCATIONAL PROGRAM

	GC 1	GC 2	GC 3	PC 1	PC 2	PC 3	PC 4	PC 5	PC 6	PC 7	PC 8	PC 9	PC 10
GC 1			+							+	+	+	+
GC 2	+				+		+					+	
GC 3		+		+		+		+				+	+
GC 4									+				
GC 5					+		+			+		+	+
GC 6		+				+				+	+		+
GC 7			+					+		+	+		+
PC 1				+			+					+	+
PC 2		+	+				+	+					+
PC 3	+								+	+	+	+	+
PC 4				+									+
PC 5	+					+			+			+	
PC 6					+				+			+	
PC 7				+								+	+
PC 8								+	+			+	
PC 9		+	+				+					+	+
PC 10		+		+		+							+
PC 11			+								+	+	+
PC 12		+	+			+	+	+				+	+
PC 13						+							+
PC 14			+		+			+				+	+
PC 15				+								+	+

6. MATRIX OF PROVIDING PROGRAM LEARNING OUTCOMES BY COMPONENTS OF THE EDUCATIONAL PROGRAM

	GC 1	GC 2	GC 3	PC 1	PC 2	PC 3	PC 4	PC 5	PC 6	PC 7	PC 8	PC 9	PC 10
PLO 1			+				+			+	+	+	+
PLO 2		+				+		+		+	+	+	+
PLO 3						+						+	+
PLO 4				+								+	+
PLO 5		+					+	+					+
PLO 6		+		+			+				+	+	+
PLO 7	+			+	+	+	+		+			+	+
PLO 8		+				+		+				+	+
PLO 9	+				+					+		+	+
PLO 10					+				+			+	
PLO 11	+								+	+	+	+	+
PLO 12				+			+		+			+	+
PLO 13		+		+		+		+	+			+	+
PLO 14						+		+				+	+
PLO 15		+	+	+								+	+
PLO 16			+		+		+	+				+	+