

MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE
NATIONAL TECHNICAL UNIVERSITY
"KHARKIV POLYTECHNIC INSTITUTE"



APPROVED

The Rector of NTU "KhPI"

Yevgen SOKOL

«24» 09 2024

«ENTREPRENEURSHIP, TRADE AND LOGISTICS»
PROGRAM OF PROFESSIONAL EDUCATIONAL

the second (Master) level of higher education


specialty: 076 – Entrepreneurship and Trade

field of knowledge: 07 – Management and Administration

qualification: Master in Entrepreneurship and Trade

APPROVED BY
THE ACADEMIC COUNCIL OF NTU "KhPI"

The Head of the Academic Council

 Leonid TOVAZHNYANSKYI

Protocol № 7

dated «20» 09 2024

Kharkiv 2024

APPROVAL SHEET FOR

“ENTREPRENEURSHIP, TRADE AND LOGISTICS” program of professional education

Level of higher education	Second (Master's)
Field of knowledge	07 Management and Administration
Major	076 «Entrepreneurship and Trade»
Qualification	Master in <u>Entrepreneurship and Trade</u>

APPROVED BY

OP Worgroup for major

«076 «Entrepreneurship and Trade»

Head of Education Program

Maryna MARYNA MASHCHENKO

«20» 09 2024

AGREED UPON

Chair of Entrepreneurship, Trade and Logistics
Department

Maryna MARYNA MASHCHENKO

«20» 09 2024

RECOMMENDED BY

Methodical Council of NTU «KhPI»
Deputy head of methodical council

Ruslan Ruslan MYHUSHCHENKO

«20» 09 2024

AGREED UPON

Deputy Director of Education and Research
Institute of Economics, Management and
Internation Business (EMIB)

Oleksandr Oleksandr MANOZLENKO

«20» 09 2024

REVIEWERS

Productive comments and feedback on the educational program project were received from:

1. Tyesheva Larisa Vasylivna - doctor of economic sciences, professor, professor of the Department of Economics and Management of Kharkiv National University named after V.N. Karazin.

2. Druzhynina Victoria Valeriivna – doctor of economic sciences, professor, Acting Dean of the Faculty of Economics and Management, professor of the department of business administration, marketing and tourism of the Kremenchug National University named after Mykhailo Ostrogradskyi.

3. Zablodska Inna Volodymyrivna – doctor of economic sciences, professor, director of the Luhansk branch of the State University "Institute of Economic and Legal Research named after V.K. Mamutov" NAS of Ukraine.

REVIEW

of the educational and professional program "Entrepreneurship, Trade, and Logistics" at the second (master's) level of higher education, specialty 076 "Entrepreneurship and Trade"

The educational and professional program "Entrepreneurship, Trade, and Logistics" for the specialty 076 "Entrepreneurship and Trade," developed by the Department of Entrepreneurship, Trade, and Logistics at the National Technical University "Kharkiv Polytechnic Institute," demonstrates a comprehensive approach to preparing highly qualified specialists capable of successfully operating in the dynamic environment of modern business. The program, designed in accordance with the requirements of the Higher Education Standard and labor market needs, focuses on developing a set of competencies in students that are necessary for effectively solving complex managerial tasks in the fields of entrepreneurship, trade, and logistics.

The teaching approaches include a competency-based component that fosters the development of students' abilities to apply modern methods in entrepreneurial activities. Individual educational trajectories are supported by a system of elective educational components, allowing students to shape their professional interests.

The program emphasizes practical skills through active learning methods, real-life case studies, and the involvement of business professionals.

The developed educational and professional program "Entrepreneurship, Trade, and Logistics" meets the requirements for creating educational and professional programs for training applicants and can be recommended for implementation in the educational process.

Reviewer:

Doctor of Economics, Professor,

Professor of the Department of Economics and Management

V.N. Karazin Kharkiv National University

Larysa TIESHEVA

ПІДПИС ЗАСВІДЧУЮ
Начальник відділу з питань
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L. Tiesheva



Larysa Tiesheva

РЕЦЕНЗІЯ-ВІДГУК
на освітньо-професійну програму
«Підприємництво, торгівля і логістика»
підготовки здобувачів другого (магістерського) рівня вищої освіти
за спеціальністю 076 «Підприємництво та торгівля»
галузі знань 07 «Управління та адміністрування»

Програма орієнтована на розвиток у здобувачів компетентностей, які забезпечать застосування інноваційних підходів та технологій у підприємницькій діяльності, що дозволить стати конкурентоспроможними фахівцями на ринку праці. Освітньо-професійна програма (ОПП) «Підприємництво, торгівля і логістика» для підготовки здобувачів другого (магістерського) рівня вищої освіти за спеціальністю 076 «Підприємництво та торгівля» розроблена відповідно до чинного Стандарту вищої освіти, з урахуванням вимог сучасного ринку праці.

ОПП базується на компетентісному підході та включає загальну інформацію про програму, її мету та характеристики, перспективи працевлаштування та подальшого навчання випускників, форми навчання та оцінювання. Програма також містить опис програмних компетентностей, результатів навчання, ресурсне забезпечення, академічну мобільність, перелік освітніх компонентів і їх послідовність, структурно-логічну схему програми, форми атестації здобувачів, а також матриці відповідності результатів навчання та програмних компетентностей освітньої програми. Мета освітньо-професійної програми "Підприємництво, торгівля і логістика" полягає в підготовці висококваліфікованих фахівців, здатних ефективно вирішувати завдання у сфері підприємництва, торгівлі та логістики, з урахуванням сучасних тенденцій розвитку науки та галузі.

Програма логічно побудована, науково обґрунтована і добре структурована, включаючи всі необхідні розділи, що забезпечує науковий підхід, комплексність та багатoproфільність підготовки компетентних фахівців у сфері підприємництва, торгівлі та логістичного забезпечення. Ефективність освітнього процесу досягається завдяки оптимальному поєднанню теоретичного навчання з практичною підготовкою. Перелік компонентів програми відображає логіку підготовки магістрів з підприємництва та торгівлі й охоплює комплекс обов'язкових і вибіркових дисциплін. Це надає здобувачам можливість формувати індивідуальну траєкторію навчання, використовуючи сучасні наукові досягнення та кращі професійні практики.

Розроблена освітньо-професійна програма «Підприємництво, торгівля і логістика» підготовки здобувачів другого (магістерського) рівня вищої освіти за спеціальністю 076 «Підприємництво та торгівля» може бути рекомендована для практичного використання та впровадження в навчальний процес у Національному технічному університеті «Харківський політехнічний інститут».

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РЕЦЕНЗІЯ

на освітньо-професійну програму «Підприємництво, торгівля і логістика»
другого (магістерського) рівня вищої освіти спеціальності
076 «Підприємництво та торгівля»

В умовах війни проблеми розвитку підприємництва стають вельми важливими для нашої країни. Підприємницька діяльність завжди була пов'язана з ризиками, тому потребувала сприятливих умов діяльності та привабливого інвестиційного клімату. Проте для досягнення успіху та підвищення ефективності підприємницької діяльності вкрай важливо використовувати наукові здобутки щодо розбудови торгівлі та логістики. Що обумовлює важливість та необхідність впровадження освітньо-професійних програм для підготовки студентів на другому рівні вищої освіти.

Освітньо-професійна програма "Підприємництво, торгівля і логістика" для спеціальності 076 "Підприємництво та торгівля", розроблена кафедрою підприємництва, торгівлі і логістики Національного технічного університету «Харківський політехнічний інститут», відповідає потребам сучасного ринку праці та вимогам Стандарту вищої освіти, ураховуючи думки роботодавців та інших стейкхолдерів.

Підходи до навчання включають компетентнісну складову, яка сприяє формуванню у студентів навичок, досвіду із застосування сучасних методик у підприємницькій діяльності.

Індивідуальні освітні траєкторії підтримуються системою вибіркового освітніх компонентів, дозволяючи студентам формувати свої професійні інтереси.

Програма акцентує увагу на практичних навичках, використовуючи активні форми навчання, реальні кейси та залучення фахівців з бізнесу.

Розроблена освітньо-професійна програма «Підприємництво, торгівля і логістика» відповідає вимогам, які висуваються до розроблення освітньо-професійних програм підготовки здобувачів та може бути рекомендована до впровадження в освітній процес.

РЕЦЕНЗЕНТ:

директорка Луганської філії

ДУ «Інститут економіко-правових досліджень

імені В.К. Макутова НАН України»,

доктор економічних наук, професор,

Заслужений економіст України



І.В. Заблодська

PREFACE

Corresponds to the Standard of higher education of the second (master's) level of the field of knowledge 07 "Management and administration", specialty 076 "Entrepreneurship and trade", approved and put into effect by the order of the Ministry of Education and Science of Ukraine No. 962 of 07/05/2024.

Developed by the working group OP 076 "Entrepreneurship, trade and logistics" of the Educational and Scientific Institute of Economics, Management and International Business of the National Technical University "Kharkiv Polytechnic Institute".

as part of:

Guarantor of the educational program

MASHCHENKO Maryna Anatoliivna, Doctor of Economic Sciences, Professor, Head of the Department of Entrepreneurship, Trade and Logistics.

Members of the OP working group:

1. SERHIENKO Olena Andriianivna, Doctor of Economic Sciences, Professor, Professor of the Department of Entrepreneurship, Trade and Logistics.
2. SISOIEV Volodymyr Viktorovych, Doctor of Economic Sciences, Professor, Professor of the Department of Entrepreneurship, Trade and Logistics.
3. IPPOLITOVA Inna Yaroslavivna, Candidate of Economic Sciences, Associate Professor, Associate Professor of the Department of Entrepreneurship, Trade and Logistics.
4. SKOMKINA Daria Anatoliivna, student of the BEM-M1023a study group

**1. PROFILE OF THE EDUCATIONAL PROGRAM
BY SPECIALTY
076 – ENTREPRENEURSHIP AND TRADE**

1 - General information	
Higher educational institution and structural division	National Technical University "Kharkiv Polytechnic Institute", Educational and Scientific Institute of Economics, Management and International Business, Department of Entrepreneurship, Trade and Logistics.
The degree of higher education and the title of the qualification in the original language	Master's degree; Master of Entrepreneurship and Trade
The official name of the educational program	Educational and professional program "Entrepreneurship, trade and logistics"
Type of diploma and scope of the educational program	Master's degree, single, 90 ECTS credits, study period 1 year 4 months
Availability of accreditation	Ministry of Education and Science of Ukraine. ND certificate No. 2192153 valid until July 1, 2025.
Cycle/level	the second (master's) level of higher education; NRC of Ukraine - 7th level; EQF-7 level; QF-EHEA – the second cycle
Prerequisites	Possession of a bachelor's or master's degree
Language of teaching	Ukrainian language
The term of validity of the educational program	According to the validity period of the accreditation certificate. Reviewed annually
Link to the permanent posting of the description of the educational program	https://blogs.kpi.kharkov.ua/v2/quality/dokumenty/arhivni-osvitni-programy/osvitnij-riven-magistr-arhiv/osvitnij-riven-magistr-vstup-2024-2025-navchalnogo-roku/

2 - The purpose of the educational program	
Training of specialists capable of solving complex tasks and problems in the field of entrepreneurship, trade and logistics or in the learning process, which involves conducting research and/or implementing innovations under uncertain conditions and requirements.	
3 – Characteristics of the educational program	
Subject area (field of knowledge, specialty)	<ul style="list-style-type: none"> * Objects of study: the activities of business entities of entrepreneurial, trade and/or logistics structures in the production and circulation of goods and services, which is carried out in order to ensure their effective management and development. * Learning goals: training specialists capable of solving complex tasks and problems in the field of entrepreneurship and trade or in the learning process, which involves conducting research and/or implementing innovations under uncertain conditions and requirements. * Theoretical content of the subject area: scientific theories, provisions, concepts, principles of entrepreneurship and trade and the methodology of their use for effective management and development of business and trade structures. * Methods, techniques and technologies: a system of innovative methods, professional management techniques and technologies, modern digital technologies. * Tools and equipment: information and communication systems, devices and equipment (computer equipment, specialized software).
Orientation of the educational program	Educational and professional program with applied orientation. The structure of the program involves dynamic, integrative and interactive learning. Focuses on modern scientific research in the field of entrepreneurship, trade and logistics, takes into account the specifics of work in the specified field; is based on project and tested practical results, taking into account the state of development of innovations, prospects for their use and implementation.
The main focus of the educational program	Special education in specialty 076 "Entrepreneurship and trade". Keywords: entrepreneurship, trade, logistics, enterprise economy, commercial business.
Features of the program	The program is multidisciplinary and provides practical training for the formation of skills in the field of entrepreneurship, trade and logistics.

4 – Suitability of graduates for employment and further education	
Suitability for employment	<p>Graduates can work in the following professions (according to the National Classifier of Professions DK 003:2010):</p> <p>1238 Head of the institution (structural unit) for standardization, certification and quality;</p> <p>2419.2 business efficiency specialist, quality specialist;</p> <p>3449 state inspector for product quality and trade;</p> <p>3152 product quality control inspector;</p> <p>1493 manager of quality systems;</p> <p>1314 director (head) of a small trading firm;</p> <p>1452 manager in wholesale trade;</p> <p>1453 manager in retail trade of household and non-food goods; specialist in exchange operations;</p> <p>2413.2 professional organizer of trading on the securities market;</p> <p>3417 auctioneer;</p> <p>2413.1 researcher (stock exchange operations);</p> <p>1475.4 logistics manager</p> <p>2419.2 logistician</p> <p>1224 Head of a retail trade enterprise</p>
Academic rights of graduates	Continuation of education at the third (educational and scientific) level of higher education. Acquisition of additional qualifications in the postgraduate education system.
5 – Teaching and assessment	
Teaching and learning	<p>Student-centered education, which is conducted in the form of lectures, seminars, practical classes, consultations, trainings, independent study, completion of coursework based on the study of textbooks, manuals, periodical scientific publications, use of the Internet.</p> <p>Problem-oriented learning, distance learning on the Microsoft Teams platform, self-learning, learning through laboratory practice, research-based learning.</p> <p>Teaching is conducted in the form of: lectures, multimedia lectures, interactive lectures, seminars, practical classes, laboratory works. Independent work with the possibility of consultations with the teacher on individual educational components, individual classes, group project work is also provided.</p>
Assessment	Rating system. Current and final control of knowledge (surveys, control and individual tasks, testing, etc.), tests and exams (oral and written), defense of course projects and works, defense of practice report, public defense of qualification work.

6 – Software competencies	
Integral competence	The ability to solve complex tasks and problems in the field of entrepreneurship, commerce or in the process of learning, which involves conducting research and/or carrying out innovations under uncertain conditions and requirements.
General competences (defined by the standard of higher education of the specialty)	GC 1. Ability to adapt and act in a new situation. GC 2. The ability to identify, pose and solve problems. GC 3. Ability to motivate people and move towards a common goal. GC 4. Ability to communicate with representatives of other professional groups at different levels (with experts from other fields of knowledge/types of economic activity). GC 5. Determination and persistence in relation to assigned tasks and assumed responsibilities. GC 6. Ability to evaluate and ensure the quality of performed works.
Special (professional) competences of the specialty (defined by the standard of higher education of the specialty)	SC 1. The ability to develop and implement a strategy for the development of business and trade structures. SC 2. Ability to evaluate products, goods and services in business and trade activities. SC 3. Ability to effectively manage the activities of business entities in the field of entrepreneurship and trade. SC 4. Ability to solve problematic issues and make management decisions in professional activities. SC 5. Ability to initiate and implement innovative projects in business and trade activities. SC 6. The ability to use modern technologies for the creation, development and commercialization of IT products, taking into account international regulations. SC 7. The ability to carry out complex management of logistics activities of organizations and supply chains using innovative technologies, to form effective logistics systems of business and trade structures.
7 - Learning outcomes	
The outcomes of studies in the specialty (defined by the standard of higher education of the specialty)	1. Adapt and show initiative and independence in situations that arise in professional activity. 2. Identify and analyze the problems of entrepreneurship and trade and develop measures to solve them. 3. Be able to develop measures of material and moral encouragement and use other tools to motivate staff and partners to achieve the set goal. 4. Apply business communications to support interaction with representatives of various professional groups.

	<p>5. Professionally, in full and with creative self-realization to perform assigned tasks in the field of entrepreneurship and trade.</p> <p>6. Develop and implement measures to ensure the quality of performed works and determine their effectiveness.</p> <p>7. Determine and implement strategic plans for the development of business entities in the field of entrepreneurship and trade.</p> <p>8. Evaluate products, goods, services, as well as processes occurring in business and trade structures, and draw appropriate conclusions for making management decisions.</p> <p>9. Develop and make decisions aimed at ensuring the efficiency of business entities in the field of business and trade activities.</p> <p>10. To solve problematic issues that arise in the activity of business and trade structures under conditions of uncertainty and risks.</p> <p>11. To implement innovative projects in order to create conditions for the effective functioning and development of business and trade structures.</p> <p>12. Use modern technologies for the creation, development and commercialization of IT products in the process of managing business and stock exchange structures</p> <p>13. Apply a logistics approach to the management of organizations and supply chains, design logistics systems of organizations, determine ways to optimize logistics processes and systems of business and trade structures</p>
8 – Resource support for program implementation	
Staff support	Meets the personnel requirements for ensuring the implementation of educational activities in the field of higher education in accordance with the current legislation of Ukraine (Resolution of the Cabinet of Ministers of Ukraine "On approval of licensing conditions for the implementation of educational activities of educational institutions" dated December 30, 2015 № 1187 (as amended in accordance with the Resolution of the Cabinet of Ministers of Ukraine №. 365 of March 24, 2021).
Material and technical support	<p>Meets the technological requirements for the material and technical support of educational activities in the field of higher education in accordance with the current legislation of Ukraine (Decree of the Cabinet of Ministers of Ukraine "On Approval of Licensing Conditions for Conducting Educational Activities of Educational Institutions" dated December 30, 2015, № 1187 (as amended in accordance with with the Resolution of the CM № 365 of March 24, 2021).</p> <p>NTU "KhPI" has classrooms that meet the requirements for conducting classes according to the program. In the educational process, the computer equipment of the departments is used,</p>

	<p>which meets the requirements for the quantity and quality of equipment.</p>
<p>Informational and educational and methodological support</p>	<p>Meets the technological requirements for educational, methodological and information support of educational activities in the field of higher education in accordance with the current legislation of Ukraine (Decree of the Cabinet of Ministers of Ukraine "On approval of licensing conditions for educational activities of educational institutions" dated December 30, 2015, No. 1187 (as amended, entered in accordance with the Resolution №. 365 of March 24, 2021).</p> <p>Access to the electronic repository of the scientific and technical library of NTU "KhPI" (eNTUKhPIIR) via the Internet (including the university Wi-Fi network).</p>
<p>9 – Academic mobility</p>	
<p>National credit mobility</p>	<p>On the basis of bilateral agreements between the National Technical University "Kharkiv Polytechnic Institute" and higher education institutions of Ukraine.</p> <p>The procedure for organizing academic mobility programs for participants in the educational process is regulated by the "Regulations on academic mobility of students, graduate students, doctoral students, scientific and pedagogical and scientific workers of NTU "KhPI", which is posted on the website of the educational department (https://blogs.kpi.kharkov.ua/v2/nv/dokumenty/normatyvni-dokumenty/).</p> <p>"The Regulation on the procedure for expulsion, suspension of studies, renewal and transfer of students of higher education, as well as granting them academic leave and the right to repeat studies at NTU "KhPI", which is also posted on the website of the educational department, establishes the procedure for expulsion, suspension of studies, renewal and transfer of persons studying at educational programs licensed in accordance with the established procedure.</p> <p>The provision also applies to persons studying at accredited (if accreditation is provided for by national legislation) educational programs in educational institutions of foreign countries, in case of their renewal or transfer to NTU "KhPI".</p>
<p>International credit mobility</p>	<p>Regulated by the "Regulations on student training and internships (scientific internships) of post-graduate students, doctoral students, scientific and scientific-pedagogical workers in leading higher education institutions and scientific institutions abroad" (https://blogs.kpi.kharkov.ua/v2/nv/wp-content/uploads/sites/43/2023/12/Polozhennya-pro-akademichnu-mobilnist-studentiv.pdf).</p>

	Individual agreements on academic mobility for study and research in universities and scientific institutions of partner countries are allowed. On the basis of bilateral agreements between the National Technical University "Kharkiv Polytechnic Institute" and educational institutions of higher education of foreign partner countries.
Education of foreign students of education	Foreign students are taught in separate groups. Education of foreign students can be conducted under general conditions or according to an individual schedule.

2. LIST OF EDUCATIONAL COMPONENTS IN THEIR LOGICAL SEQUENCE

All OP components, the sequence of their study, the number of credits correspond to the curriculum.

2.1 List of components of the educational and professional program

Code n/a	Components of the educational program (disciplines, projects / works, practice, qualification work)	Number of credits	Final control form*
1	2	3	4
1. Obligatory educational components			
<i>1.1 General training</i>			
GT1	Business ethics and social responsibility	3.0	Test
GT2	Business communication in a foreign language	4.0	Test
GT3	Contractal law	3.0	Test
<i>1.2 Special (professional) training</i>			
PT1	Basics of scientific research	4.0	Test
PT 2	Modern methods of business analytics in entrepreneurship and trade	5.0	Exam
PT 3	Management of innovative development	4.0	Test
PT 4	E-commerce and global entrepreneurship	4.0	Exam
PT 5	Project management in entrepreneurship and trade	6.0	Exam
2	Practical Preparation	12.0	
PP	Pre-graduation practice	12.0	Test

1	2	3	4
3	Attestation	10.0	
	The total amount of obligatory educational components	55.0	
4. Optional educational components			
	4.1 Profile training**	15	
OC *.1	Discipline 1 of the profiled package of disciplines	4.0	Exam
OC *.2	Discipline 2 of the profiled package of disciplines	5.0	Exam
OC *.3	Discipline 3 of the profiled package of disciplines	6.0	Exam
4.2 Optional educational components of the student of the profile preparation according to the list			
ODP 1	Discipline of the student of the profile preparation 1	4.0	Test
ODP 2	Discipline of the student of the profile preparation 2	4.0	Test
ODP 3	Discipline of the student of the profile preparation 3	4.0	Test
4.3 Optional educational components of the student from the general university catalog according to the list (the list is attached)			
ODG 1	Discipline of free choice of the student's general training 1	4.0	Test
ODG 2	Discipline of free choice of the student's general training 2	4.0	Test
	The total amount of sample components:	35	
	GENERAL SCOPE OF THE EDUCATIONAL PROGRAM:	90	

Note

* All credits are differentiated.

** the student chooses one of the profiled packages of OC disciplines (15 ECTS credits) and free-choice disciplines of ODP specialized training (12 ECTS credits) according to the list according to the curriculum and free-choice disciplines of general ODG training (8 ECTS credits) according to the list

2.2. Distribution of the content of the educational program by component groups and training cycles

No n/p	Training cycle	The volume of the educational load of the student of higher education (ECTC credits / %)		
		Obligatory components of the educational and professional program	Optional components of the educational and professional program	Total for the entire educational period
1	General training	10 / 11	-	10 / 11
2	Special (professional) training	45 / 50	-	45 / 50
3	Optional educational components	-	35 / 39	35 / 39
Total for the entire education period		55 / 61	35 / 39	90/100

2.3 Form of attestation of applicants of higher education

The attestation of applicants of higher education in the specialty 076 "Entrepreneurship and Trade" is carried out openly in the form of a public defense of a qualification work (diploma project) and ends with the issuance of a document of the established model on awarding him with the degree of higher education "Master" with the assignment of an educational qualification: Master of Entrepreneurship and Trade.

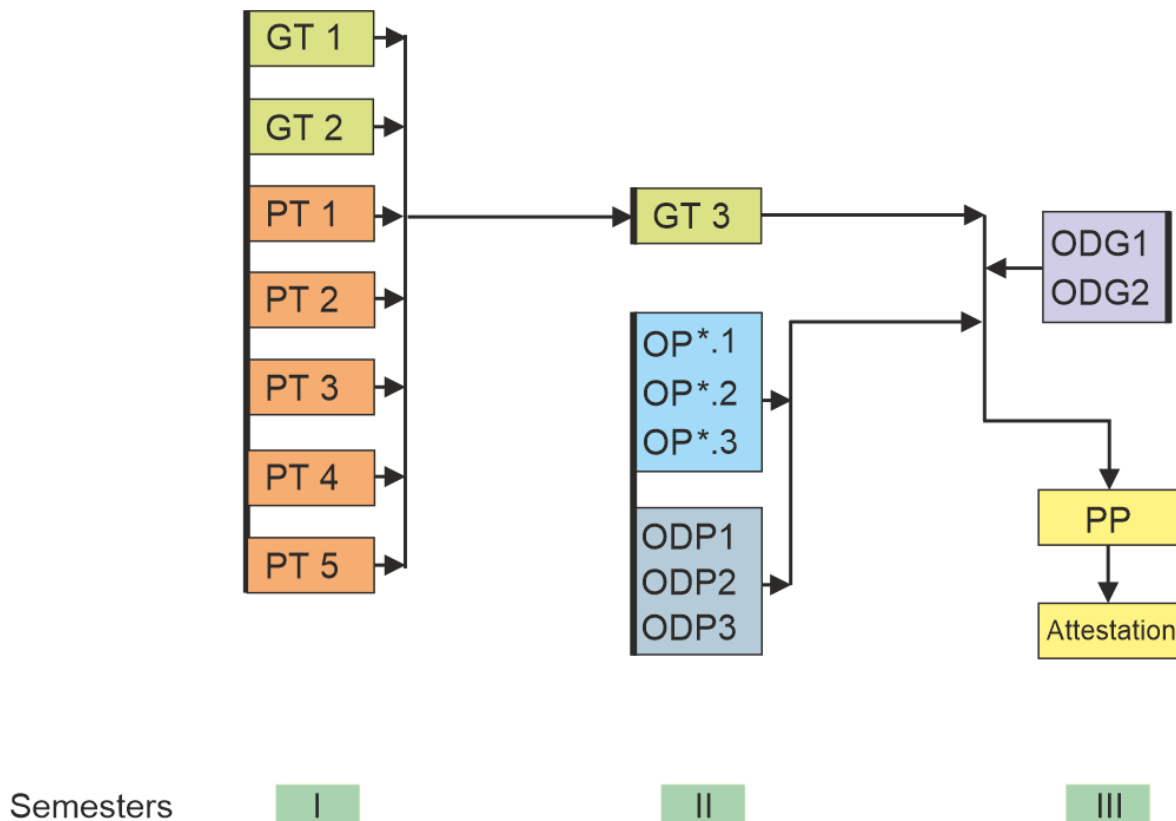
Qualification work should involve solving a complex task or problem in the field of entrepreneurship and trade, which involves research and/or innovation under uncertain conditions and requirements.

The qualifying work must be performed in compliance with the norms of academic integrity.

The qualification work is checked for academic plagiarism using software and technical means.

The qualification work is published in the repository of NTU "KhPI". The public defense of the qualification work takes place at an open meeting of the certification commission.

2.4 Structural and logical scheme of OP



Note: The student chooses one of the profiled PT packages (three educational components: 15 ECTS credits) and free-choice educational components of OP professional training (three educational components: 12 ECTS credits) and general ODP training (two educational components: 8 ECTS credits) according to the list according to the curriculum

Correspondence matrix of defined learning outcomes, competencies and educational components

Learning outcomes	Competences													
	Integral competence	general						Special (professional)					Special (professional) additional	
		GC1	GC2	GC3	GC4	GC5	GC6	SC1	SC2	SC3	SC4	SC5	SC6	SC7
1. Adapt and show initiative and independence in situations that arise in professional activity	GT1 GT2 PT3 PT5 PP	GT1 GT2 PT3 PT5 PP												
2. Identify and analyze the problems of entrepreneurship and trade and develop measures to solve them	GT1 GT3 PT1 PT2 PT5 PP		GT1 GT3 PT1 PT2 PT5 PP											
3. Be able to develop measures of material and moral encouragement and use other tools to motivate staff and partners to achieve the set goal	GT1 PT3			GT1 PT3										
4. Apply business communications to support interaction with representatives of various professional groups	GT1 GT2 GT3 PT5 PP				GT1 GT2 GT3 PT5 PP									
5. Professionally, in full and with creative self-realization to perform tasks in the field of entrepreneurship and trade	GT1 GT3 PT4 PP					GT1 GT3 PT4 PP								

6. Develop and implement measures to ensure the quality of performed works and determine their effectiveness	PT5							PT5						
7. Determine and implement strategic plans for the development of business entities in the field of entrepreneurship and trade	PT3 PT4 PP								PT3 PT4 PP					
8. Evaluate products, goods, services, as well as processes occurring in business and trade structures, and draw appropriate conclusions for making management decisions	PT1 PT2 PT3 PP									PT1 PT2 PT3 PP				
9. Develop and make decisions aimed at ensuring the efficiency of business entities in the field of business and trade activities	PT3 PT4										PT3 PT4			
10. Solve problematic issues that arise in the activities of business and trade structures under conditions of uncertainty and risks	PT1 PT3 PT4 PT5											PT1 PT3 PT4 PT5		
11. To implement innovative projects in order to create conditions for the effective functioning and development of business and trade structures													PT3 PT5	
12. Use modern technologies for the creation, development and commercialization of IT products in the process of managing business and stock exchange structures														PT4 PT5
13. Apply a logistics approach to the management of organizations and supply chains, design logistics systems of organizations, determine ways to optimize logistics processes and systems of business and trade structures														PT2 PT3