

Intended Learning Outcomes
Programme Entrepreneurship, Trade and Exchange Activities (Bachelor's degree)

The programme provides opportunities for students to develop and demonstrate knowledge and understanding, qualities, skills and other attributes in the following areas:

A Knowledge and understanding	
On successful completion of the programme a student should be able to demonstrate knowledge and understanding of:	<i>Acquisition of ILO is through the following courses:</i>
1) content and basic provisions of the disciplines of socio-humanitarian and fundamental training to the extent necessary for the development of these disciplines and the use of their methods in the chosen profession;	<i>Ukrainian Identity: History, Culture, Language, Higher and Applied Mathematics, Information and Communication Technologies, Foreign Language, Chemistry and Methods of Research of Raw Materials, Law, Statistics, Principles of Psychology;</i>
2) scientific theories, regulations, concepts, principles of entrepreneurship, trade and exchange activities and methodology of their use for professional purposes;	<i>Entrepreneurship, Commodity Aspects, Commodity Analysis (Non-Food Products), Commodity Analysis (Food Products), Commodities Exchange;</i>
3) modern computer and telecommunication technologies for the exchange and dissemination of professionally oriented information, high-quality processing of information from various sources for the formation of data banks in the field of entrepreneurship, trade and exchange activities;	<i>Economics of Trade, Management, Marketing, E-commerce, Business Foreign Language;</i>
4) general features of the functioning of enterprises and management of organizations in a modern market economy in the context of globalization;	<i>Trade Entrepreneurship, Organization of Production Processes (Organization of Trade. Organization of Restaurant Business), Organization of Stock Exchange Activities, Service Organization and Technology, Technology of Teamwork Organization;</i>
5) regulatory and legal support of business, trade and exchange structures;	<i>Technical Regulation (The Basics of Standardization, Metrology and Quality Control), Product Certification, Consumer Protection;</i>
6) basics of foreign economic activity, basics of accounting and taxation in business and trade;	<i>Foreign Economic Activity of Enterprise, Basics of Accounting and Reporting;</i>
7) basics of business planning, assessment of market conditions and performance of business, trade and stock	<i>Business Planning, World Market of Goods and Services, Commercial</i>

exchange structures taking into account risks	<i>Activity, Sales Techniques and Customer Involvement, Category Management of Product Assortment, Advertising in Business, Logistics, Organization of Stock Exchange Activities</i>
Teaching and Learning	Assessment methods
Lectures, workshops, seminars, group work, tutorials, textbooks, monographs, journals, internet sources, learning, self directed and guided study	Examinations, tests, individual coursework (essays, reports, reviews, etc.), seminar based assessment, presentations and projects, mid-term control
B. Application of knowledge and understanding	
<p>On completion of the programme students will be able to:</p> <p>1) apply the acquired knowledge to identify, set and solve problems in different practical situations in business, trade and exchange activities, demonstrate business planning skills, assess market conditions and performance of business, trade and exchange structures, taking into account the risks;</p> <p>2) evaluate the characteristics of goods and services in business, trade and exchange activities using modern methods;</p> <p>3) to use skills of written and oral professional communication in state and foreign languages;</p> <p>4) apply the acquired knowledge and skills to initiate and implement measures in the field of environmental protection and safe operation of business, trade and exchange structures;</p> <p>5) demonstrate the ability to act socially responsibly on the basis of ethical, cultural, scientific values and achievements of society;</p> <p>6) be able to apply innovative approaches in business, trade and exchange activities</p>	<p><i>Entrepreneurship, Economics of Trade, Organization of Production Processes (Organization of Trade, Organization of Restaurant Business), Organization of Stock Exchange Activities, Service Organization and Technology, Logistics, Packing Materials and Containers, Shop Equipment, Foreign Economic Activity of Enterprise, Commercial activity, World Market of Goods and Services, Category Management of Product Assortment;</i></p> <p><i>Technical Regulation (The Basics of Standardization, Metrology and Quality Control), Product Certification, Applied Methods of Quality Control, Commodity Aspects, Commodity Analysis (Non-Food Products), Commodity Analysis (Food Products), Commodities Exchange;</i></p> <p><i>Ukrainian Identity: History, Culture, Language, Foreign Language, Business Foreign Language;</i></p> <p><i>Basics of Labor Protection, The Basics of Healthy Nutrition;</i></p> <p><i>Business Ethics, Sociology, Consumer Protection, Aesthetics of Goods and Design;</i></p> <p><i>Entrepreneurship, Trade Entrepreneurship, Commercial</i></p>

	<i>activity, Management, Technology of Teamwork Organization; Marketing, Sales Techniques and Customer Involvement, Marketing Communications, E-commerce, Organization of Stock Exchange Activities</i>
Teaching and Learning	Assessment methods
Laboratory classes, workshops, seminars, group work, self directed and guided study, business games, case studies	individual coursework, presentations, projects, examinations
C. Making judgments	
On successful completion of the programme a student should be able to: 1) use professionally-oriented knowledge and practical skills to implement measures aimed at ensuring the effectiveness of basic processes in the field of entrepreneurship, trade and exchange activities; 2) collect, process, analyze information about the factors of the external and internal environment of the organization and assess its impact on the functioning of enterprises; 3) be able to solve problems in crisis situations taking into account external and internal influences and solve professional problems in organizing the activities of business, trade and exchange structures	<i>Students acquire skills 1–3 during study of all courses. This determines the choice of corresponding methods of teaching and learning as well as assessment methods.</i>
Teaching and Learning	Assessment methods
Problem based learning, projects, workshops, seminars, business games, case studies, laboratory classes, internships	individual coursework, seminar based assessment, presentations, written projects, problem solving exercises, examinations
D. Communication skills	
On successful completion of the programme a student should be able to: 1) present, discuss and defend concepts and points of view through formal and informal communication tools; 2) use the knowledge of the forms of interaction of the subjects of market relations to ensure the activities of business, trade and exchange structures; 3) have the methods and tools to justify management decisions on the establishment and operation of business, trade and exchange structures 4) be able to work in a team, have interpersonal skills that allow you to achieve professional goals 5) use a foreign language to ensure effective professional, scientific activities	<i>Students acquire skills 1–3 during study of all courses. This determines the choice of corresponding methods of teaching and learning as well as assessment methods.</i> <i>Students acquire skills 5 during study of courses: Foreign language, Business foreign language</i>
Teaching and Learning	Assessment methods

Workshops, seminars, business games, case studies, group work.	Seminar-based assessment, presentations, course papers and projects defence
E. Learning skills On completion of the programme students will be able to: <ol style="list-style-type: none"> 1) effectively independently develop educational material; 2) use knowledge to manage complex actions or projects; 3) demonstrate entrepreneurship in various areas of professional activity and take responsibility for the results; 4) to further training with a high level of autonomy 	<i>Skills 1-4 are developed in all courses and related to relevant teaching and learning methods and assessment methods as appropriate. Self-directed learning forms are the elements of all courses.</i>
Teaching and Learning	Assessment methods
Self-directed learning forms, University Library, ICT packages, conducting research	Assessment of learning skills is accomplished through a range of methods, which include assessment of self-directed learning forms , written individual and group coursework, self-assessment, tests, course papers, essays, extended research papers, written projects, presentations, and examinations.