

Intended Learning Outcomes
Programme Entrepreneurship, Trade and Exchange Activities (Master'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 disciplines of professionally oriented humanitarian and socio-economic training to the extent necessary for the development of these disciplines and the use of their methods in the chosen profession;	<i>Foreign Language (for Specific Purposes), Methods of Teaching in Higher Education, Occupational Safety;</i>
2) theoretical foundations, categorical apparatus, acquired in the learning process at the level of the latest achievements, which are the basis for original thinking and innovation, in particular in the context of research work;	<i>Innovative Development of Enterprise, Methods and Organization of Academic Research, Commodity Analysis and Creative Sales Management;</i>
3) general features of the functioning of enterprises, management of economic entities in the field of entrepreneurship, trade and exchange activities;	<i>Entrepreneurship (Own Business), Regulation of Stock Exchange Activities, Entrepreneurship (Peculiarities of Restaurant Business Organization), Basics of Business Communications;</i>
4) theoretical foundations of organization and implementation of technical regulation;	<i>International Technical Regulations, Quality Control Management;</i>
5) theoretical foundations of other economic activities related to entrepreneurship;	<i>Financial Management, Business Logistics, Creative Management, Methods of sales promotion;</i>
6) quality examination with the help of organoleptic and physicochemical methods of research of quality of goods and services;	<i>Examination of Goods, Identification and Falsification of Goods, Quality Control of Consumer Goods;</i>
7) basics of foreign economic activity, tasks of control and audit in trade	<i>World Trade</i>
Teaching and Learning	Assessment methods
Lectures, workshops, seminars, group work, tutorials, textbooks, monographs, journals, internet sources, e-learning, self-directed and guided study, research projects, contest papers, conducting research on the topic of the Master's thesis (individual and guided by the tutor).	Examinations, tests, individual coursework (essays, reports, reviews etc.), seminar and practical-based assessment, presentations and projects, mid-term control works, course papers, Master's thesis.
B. Application of knowledge and understanding	
On completion of the programme students will be able to:	
1) professionally, in full and with creative self-	<i>Entrepreneurship (Own Business),</i>

<p>realization to perform the tasks in the field of entrepreneurship, trade and exchange activities;</p> <p>2) develop and implement measures to ensure the quality of work performed and determine their effectiveness, address issues arising in the activities of business, trade, exchange structures under conditions of uncertainty;</p> <p>3) use business communications to support interaction with representatives of various professional groups;</p> <p>4) implement innovative projects in order to create conditions for the effective functioning and development of entrepreneurship, trade and exchange structures</p>	<p><i>Regulation of Stock Exchange Activities, Entrepreneurship (Peculiarities of Restaurant Business Organization), World Trade, Business Logistics, Methods of Sales Promotion;</i></p> <p><i>Examination of Goods, Identification and Falsification of Goods, Quality Control of Consumer Goods, International Technical Regulations, Quality Control Management;</i></p> <p><i>Basics of Business Communications</i></p> <p><i>Innovative Development of Enterprise, Methods and Organization of Academic Research, Commodity Analysis and Creative Sales Management</i></p>
<p>Teaching and Learning</p>	<p>Assessment methods</p>
<p>Practical and laboratory classes, group work, self-directed and guided study, business games, case studies, workshops, internships, research projects, contest papers, conducting research on the topic of the Master's thesis (individual and guided by the tutor).</p>	<p>Examinations, practical tasks, course papers, presentations, projects, internship reports, defence of research projects, contest papers, defence of Master's thesis.</p>
<p>C. Making judgments</p>	
<p>On successful completion of the programme a student should be able to:</p> <p>1) use knowledge of entrepreneurship, exchange activities, international trade, quality management, product safety management, identification and methods of determining counterfeiting of goods, examination of goods to organize the effective functioning and development of business entrepreneurship, trade, exchange structures;</p> <p>2) solve complex tasks and problems that require updating and integration of knowledge, application of new approaches and forecasting;</p> <p>3) make decisions in conditions of limited or incomplete information and conflicting requirements;</p> <p>4) develop measures of material and moral encouragement and apply other tools to motivate staff and partners to achieve this goal.</p>	<p><i>Students acquire skills 1–4 during study of all courses. This determines the choice of corresponding methods of teaching and learning as well as assessment methods.</i></p>
<p>Teaching and Learning</p>	<p>Assessment methods</p>
<p>Problem-based learning, projects, workshops, seminars, business games, case studies, internships, research projects, contest papers, writing and publishing research articles, conference reports, conducting research on the topic of the Master's thesis (individual and guided by the tutor).</p>	<p><i>Exams, seminar and practical-based assessment, course work, self-directed and guided study, presentations, case studies, research projects, defence of research projects, contest papers, defence of Master's thesis.</i></p>

D. Communication skills	
<p>After the programme, students will be able to:</p> <ol style="list-style-type: none"> 1) initiate new ideas and substantiate them orally and in writing; 2) choose in oral and written communication the most expedient formulas of speech etiquette, to express and defend own concepts in discussions with opponents; 3) apply business communications to support the interaction of the enterprise with its internal and external environment, namely: building networks for communication and effective teamwork and team support of balanced relationships with staff and customers, creating your own image, making decisions in complex and unpredictable conditions, solutions conflicts; 4) use a foreign language to ensure effective scientific and professional activities in business entrepreneurship, trade and exchange structures 	<p><i>Students acquire skills 1–4 during study of all courses. This determines the choice of corresponding methods of teaching and learning as well as assessment methods.</i></p>
Teaching and Learning	Assessment methods
<p>Seminars, discussions, group work, defence of projects and course work, business games, case studies, internships, defence of contest papers, writing and publishing research articles and conference reports, conference presentations, roundtables, discussion of papers and articles in groups and with a tutor, defence of the Master’s thesis.</p>	<p><i>Seminar-based assessment, presentations, course work and project defence, reviewing articles, provide feedback on contest papers, evaluating Master’s thesis performance.</i></p>
E. Learning skills	
<p>After the programme, students will be able to:</p> <ol style="list-style-type: none"> 1) use create general scientific methods and knowledge in professional activity effectively; 2) do scientific research; 3) perform analytical processing and interpretation of data, summarize the results of research; 4) use software and information technology for scientific research application; 5) prepare scientific reports on the results of their research, make scientific publications; 6) develop further skills for autonomous and self-directed learning; 7) determine the conditions for life-time learning and development, improve their professional level. 	<p><i>Skills 1-7 are developed in all courses and related to relevant teaching and learning methods and assessment methods as appropriate. Self-directed learning forms and requirements for independent research and use of a wide range of sources are the elements of all courses.</i></p>
Teaching and Learning	Assessment methods
<p>Self-directed learning forms, University library, ICT packages, conducting research (individual and guided by the tutor), writing research papers and Master’s theses.</p>	<p><i>Assessment of learning skills is accomplished through a range of methods, which include self-directed learning forms assessment, course papers, essays, projects, presentations, tests, exams, reviewing articles, provide feedback on contest papers, evaluating Master’s thesis defence.</i></p>