

**MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE  
SUMY NATIONAL AGRARIAN UNIVERSITY**

**EDUCATIONAL PROFESSIONAL  
PROGRAM**

**«MANAGEMENT»**

**First (bachelor) level of higher education  
in the specialty 073 «Management»  
field of knowledge: 07 «Management and administration»  
Qualification: Bachelor of Management  
(2023 year)**

**APPROVED BY THE SCIENTIFIC COUNCIL**

**Chairman of the Academic Council**

**/V.I.Ladyka/**

**(protocol № 3 from «27» 03 2023y.)**

**The educational program  
will come into effect from «1 »september 2023 y.**

**Rector [Signature] / V.I.Ladyka /**

**SUMY - 2023 year**



**LETTER OF APPROVAL**  
**Educational and professional program**

**Project group consisting of:**

**Chairman of the project team,**

Doctor of Economics, professor,  
professor of Management department  
named after Professor L.I. Mykhailova

 Nataliya STOYANETS

**Project team members:**

Ph.D., Associate Professor of Management department  
named after Professor L.I. Mykhailova

 Victoriya TKACHENKO

Ph.D., Associate Professor of Management department  
named after Professor L.I. Mykhailova

 Lyudmyla KHROMUSHYNA

Ph.D., Associate Professor of Management department  
named after Professor L.I. Mykhailova

 Liudmyla MOHYLNA

Considered and approved at an extended meeting at Management department  
named after Professor L.I. Mykhailova with the participation of students and  
stakeholders, protocol № \_\_ from \_\_\_\_ 2023 y.

Head of the educational department

 Nataliya KOLODNENKO

T. p. d., head of the education quality department,  
Licensing and accreditation,  
PhD, Associate Professor

 Olena RYBINA

Vice-rector for scientific and pedagogical  
and educational work, doctor of science, professor

 Igor KOVALENKO

Approved at a meeting of the Academic Council of the Faculty of Economics and  
Management 21 March 2023 y., protocol № 8.

Chairman of the Academic Council of the Faculty  
economics and management,  
doctor of economic science., professor

 Margarita LYSHENKO

### **List of normative documents:**

1. Zakon Ukrainy «Pro vyshchu osvitu» vid 01.07.2014 r. № 1556-VII // Baza danykh «Zakonodavstvo Ukrainy» / VR Ukrainy. – <http://zakon4.rada.gov.ua/laws/show/1556-18>.
2. Zakon Ukrainy «Pro osvitu» // Baza danykh «Zakonodavstvo Ukrainy» / VR Ukrainy. – <http://zakon5.rada.gov.ua/laws/show/2145-19>.
3. Natsional'nyy klasyfikator Ukrainy: «Klasyfikator profesiy» DK 003:2010 (Redaktsiya vid 30.11.2017 r.) // Baza danykh «Zakonodavstvo Ukrainy» / VR Ukrainy. – <http://zakon.rada.gov.ua/rada/show/va327609-10>.
4. Natsional'na ramka kvalifikatsiy // Baza danykh «Zakonodavstvo Ukrainy» / VR Ukrainy. – <http://zakon4.rada.gov.ua/laws/show/1341-2011-p>.
5. Postanova Kabinetu Ministriv Ukrainy «Pro zatverdzhennya pereliku haluzey znan' i spetsial'nostey, za yakymy zdiysnyuyet'sya pidhotovka zdobuvachiv vyshchoyi osvity» (redaktsiya vid 30.11.2017 r.) // Baza danykh «Zakonodavstvo Ukrainy» / VR Ukrainy. – <http://zakon4.rada.gov.ua/laws/show/266-2015-p>.
6. Metodychni rekomendatsiyi shchodo rozroblennya standartiv vyshchoyi osvity, zatverdzeni Nakazom Ministerstva osvity i nauky Ukrainy vid 01 chervnya 2016 r. № 600 (zi zminamy) [Elektronnyy resurs]. – rezhym dostupu: <https://mon.gov.ua/ua/osvita/visha-osvita/naukovo-metodichna-rada-ministerstva-osviti-i-nauki-ukrayini/metodychni-rekomendaciyi-vo>
7. Nakaz Ministerstva osvity i nauky Ukrainy «Pro zatverdzhennya standartu vyshchoyi osvity za spetsial'nistyu 073 «Menedzhment» dlya (bakalavrs'koho) pershoho rivnya osvity» №1165 vid 29 zhovtnya 2018 roku. - <https://mon.gov.ua/ua/npa/pro-zatverdzhennya-standartu-vishoyi-osviti-za-specialnistyu-073-menedzhment-dlya-pershogo-bakalavrs'koho-rivnya-vishoyi-osviti>
8. EQF-LLL – European Qualifications Framework for Life long Learning:[https://ec.europa.eu/ploteus/sites/eac-eqf/files/brochexp\\_en.pdf](https://ec.europa.eu/ploteus/sites/eac-eqf/files/brochexp_en.pdf)];
9. QF-EHEA – Qualification Framework of the European Higher Education Area <http://www.ehea.info/article-details.aspx?ArticleId=67>];
10. TUNING for familiarization with special (professional) competencies and examples of standards <http://www.unideusto.org/tuningeu/>.

### **Useful links:**

1. Regulations on the organization of the educational process at the Sumy National Agrarian University, approved by the Decision of the Academic Council of the Sumy National Agrarian University dated 04/26/2021. URL: <https://snau.edu.ua/wp-content/uploads/2022/10/polonna.pdf>
2. Development strategy of the Sumy National Agrarian University for 2020-2025 <https://snau.edu.ua/wp-content/uploads/2021/01/%D1%81%D1%82%D1%80%D0%B0%D1%82%D0%B5%D0%B3%D0%B8%D1%8F.pdf>
3. Code of Academic Integrity of the Sumy National Agrarian University, approved by the Academic Council of the University on December 26, 2017. URL: [http://docs.snau.edu.ua/documents/education/quality/kodeks\\_akadem\\_dobrochesnosti.pdf](http://docs.snau.edu.ua/documents/education/quality/kodeks_akadem_dobrochesnosti.pdf)
4. Regulation on prevention and detection of academic plagiarism at Sumy National University, approved by the Scientific Council of SNAU on December 26, 2017. URL: [http://docs.snau.edu.ua/documents/education/quality/polojennya\\_plagiat.pdf](http://docs.snau.edu.ua/documents/education/quality/polojennya_plagiat.pdf)
5. Regulations on the procedure for checking academic and scientific texts for uniqueness at the Sumy National Agrarian University, approved by the Scientific Council of SNAU on October 15, 2019. URL: [https://snau.edu.ua/wp-content/uploads/2019/11/POLOZENNY\\_UNIKALKNIST\\_SNAU.pdf](https://snau.edu.ua/wp-content/uploads/2019/11/POLOZENNY_UNIKALKNIST_SNAU.pdf)

## **PREAMBLE**

The educational-professional program is a normative document, which contains a system of educational components at the first (bachelor's) level of higher education within the specialty 073 "**Management**" in the field of knowledge **07 "Management and Administration"**, which defines the requirements for education of persons who can start training. under this program, the list of disciplines and the logical sequence of their study, the number of ECTS credits required to complete this program, as well as the expected learning outcomes that must be mastered by the bachelor's degree. Appointment of the educational-professional program of the bachelor's degree graduate - preparation of the person for acquisition of theoretical and practical knowledge, abilities and skills sufficient for successful performance of professional duties on a specialty 073 "Management", general principles of methodology of professional activity, other competences sufficient for effective performance of executive tasks of the appropriate level of professional activity.

The educational and professional program takes into account the requirements of the Law of Ukraine "On Higher Education", the Standard of Higher Education OS "Bachelor" specialty 073 "Management" and the National Qualifications Framework.

Users of the educational and professional program:

- applicants for higher education who study at Sumy National Agrarian University at the first (bachelor's) level in the specialty 073 "Management";
- scientific and pedagogical workers of Sumy National Agrarian University, who train bachelors in the specialty 073 "Management";
- Admissions Committee of Sumy National Agrarian University;
- examination commission of specialty 073 "Management" in the field of knowledge 07 "Management and Administration".

### **Developers of the educational-professional program "Management":**

Doctor of Economics, professor,  
professor of Management department  
named after Professor L.I. Mykhailova

N.V. Stoyanets

### **Project team members:**

Ph.D., Associate Professor of Management department  
named after Professor L.I. Mykhailova

V.V. Tkachenko

Ph.D., Associate Professor of Management department  
named after Professor L.I. Mykhailova

L.A. Hromyshina

Ph.D., Associate Professor of Management department  
named after Professor L.I. Mykhailova

L.M. Moghyla

### **Reviews of external stakeholders:**

1. **Tkachenko Yuriy Borisovych**, «Zernova Dolyna» Farming Company, director.
2. **Goman Alexander Viktorovich**, founder, director of LLC "Alimentarius SM".
3. **Viktor Vasikantsev**, LLC director «DZHERELO ZDOROV'YA»,



## II. Profile of the educational and professional program "Management"

| <b>1. General information</b>   |  |
|---|--|
| <b>Level of higher education</b>  | The first (bachelor's) level   |
| <b>Higher education degree</b>  | Bachelor   |
| <b>Name of the field of knowledge</b>   | 07 Management and administration   |
| <b>Name of specialty</b>  | 073 Management   |
| <b>Restrictions on forms of education</b>   | No restrictions  |
| <b>Educational qualification</b>  | Bachelor of Management   |
| <b>Qualification in the diploma</b>   | Degree of higher education. Bachelor<br>Specialty: Management<br>Educational program: Management   |
| <b>Type of diploma and scope of educational program</b>   | Bachelor's degree, single,<br>240 credits ECTS - European credit transfer and accumulation system, study period 3 years 10 months based on complete secondary education;<br>120 credits European credit transfer and accumulation system, study period 2 years 10 months based on the "junior bachelor" degree (OKR "junior specialist") with recognition and re-enrollment of ECTS credits received within the previous educational program of training junior bachelor (junior specialist)<br>180 credits European credit transfer-accumulation system study period 3 years 10 months based on the degree "professional junior bachelor" with recognition and re-enrollment of ECTS credits received within the previous educational program |
| <b>Availability of accreditation</b>  | Accreditation Commission of Ukraine.<br>Certificate of accreditation of the specialty  |
| <b>Cycle / level</b>  | NRC of Ukraine - level 6, FQ-ENEA - the first cycle, EQF-LLL - level 6   |
| <b>Prerequisites</b>  | Presence of full general secondary education or ED "Junior Bachelor" in the relevant specialty   |
| <b>Languages of instruction</b>   | Ukrainian, English   |
| <b>Term of the educational program</b>  | Until 01.07.2024 y.  |
| <b>Internet address of the permanent placement of the description of the educational program</b>  | <a href="http://www.snau.edu.ua">www.snau.edu.ua</a>   |
| <b>2. The purpose of the educational program</b>  |  |
| The program was developed in accordance with the mission and strategy of the university and is aimed at training bachelors in management capable of carrying out professional activities based on the assimilation of conceptual scientific and practical knowledge, management concepts and principles of the formation and effective functioning of the management system |  |

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| in the field of management of organizations and their divisions, with the aim of adopting effective management decisions on the basis of sustainable development for the development of the agricultural sector |  |
| <b>3 – Characteristics of the educational program</b>   |  |
| <b>Orientation of the educational program</b>   | Educational and professional   |
| <b>The main focus of the educational program and specialization</b>   | <p>Special education and professional training in the field of management, in particular, focusing on the formation of the ability to justify solving problems in the field of management of various types of activities of organizations and their divisions in order to make effective management decisions based on the principles of sustainable development for the development of the agricultural sector</p> <p><b>Key words:</b> management, organization, management system, management tools, agrarian management.</p>   |
| <b>Features of the program</b>  | The program is aimed at mastering conceptual scientific and practical knowledge of management, with an emphasis on organizational management activities of organizations of various forms of ownership of the agricultural sector (agricultural management), professional special training of managers for the agrarian sector of the economy, taking into account the requirements of the labor market, proactive and able to quickly adapt to modern business - environments.  |
| <b>Description of the subject area</b>  | <p><b>Object of study:</b> management of organizations and their departments.</p> <p><b>Training goals:</b> training of specialists capable of solving practical problems and complex specialized tasks, characterized by complexity and uncertainty of conditions, in the field of management of organizations and their divisions.</p> <p><b>Theoretical content of the subject area:</b> paradigms, laws, patterns, principles, historical prerequisites for management development; concepts of system, situational, process, adaptive, anticipative, anti-crisis, innovation, project management, etc .; functions, methods, technologies and management decisions in management.</p> <p><b>Methods, techniques and technologies:</b> 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><b>Tools and equipment:</b> modern information and communication equipment, information systems and software products used in management.</p> |

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| Academic rights of graduates   | They have the right to continue their studies at the second (master's) level of higher education. Acquisition of additional qualifications in the system of postgraduate education.  |   |
| 4. The amount of ECTS credits required to obtain an appropriate higher education degree. |  |   |
| The amount of education bachelor's programs  | <p>The scope of the bachelor's educational program</p> <ul style="list-style-type: none"><li>• on the basis of complete general secondary education – 240 ECTS credits;</li><li>• on the basis of the "junior bachelor" degree (educational and qualification level "junior specialist"), the higher education institution has the right to recognize and re-enroll ECTS credits received within the previous educational program of junior bachelor (junior specialist) training in the amount of no more than 120 ECTS credits;</li><li>- on the basis of the "professional junior bachelor's" degree or educationally carried out based on the results of an external independent assessment in accordance with the procedure specified by legislation.</li></ul> <p>At least 50% of the volume of the educational program should be aimed at ensuring general and special (professional) competences in the specialty defined by the standard of higher education.</p> |   |
| 5. Suitability of graduates for employment and further study                             |  |   |
| Suitability for employment   | Name and code of the professional group  | Professional job title (position)   |
|  | 343 Management technicians   |   |
|  | 3431 Secretaries of administrative bodies  | Manager (Secretary) of the Executive Committee<br>Administrative Secretary<br>Secretary of the committee (organizations, enterprises, institutions) |
|  | 3435.2 Organizers of office work   | Office organizer (government agencies)  |
|  | 3435.3 Organizers of office work (types of economic activity)  | Organizer of office work (types of economic activity)   |
|  | 3436.1 Assistants to heads of enterprises, institutions and organizations  | Assistant head of the enterprise (institution, organization);<br>Referent   |
|  | 3436.2 Assistants to heads of production and other major departments   | Assistant head of the production unit;<br>Assistant to the head of another main unit  |
|  | 3436.3 Assistants to managers of small businesses without management staff   | Assistant manager of a small business without management staff  |
|  | 3439 Other management technicians  | Inspector   |
| Further training   | The graduate has the right to continue studying at the second (master's) level - 8th level of NRC  |   |
| 6 – Teaching and assessment  |  |   |
| Teaching and learning  | Student-centered learning, problem-oriented learning, e-learning   |   |

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|                                  | <p>in the Moodle system, self-learning, research-based learning, etc. Teaching is conducted in the form of: lectures, multimedia lectures, interactive lectures, seminars, practical classes, independent study, individual classes, etc.</p> <p>A combination of lectures, practical classes with the solution of situational problems and the use of case methods, business games, trainings that develop practical skills, abilities and form creative thinking.</p>  |
| <b>Evaluation</b>                | <p>The educational program provides formative (written and oral comments and instructions of teachers in the learning process, formation of self-assessment skills, involvement of students in evaluating each other's work) and summative (written exams in academic disciplines, evaluation of current work during the study of individual educational components (presentations, testing), defense of practice reports, certification exam.</p> <p>Current survey, test control, presentation of individual tasks, team reports, practice reports. Final control - exams and tests taking into account the accumulated points of the current control</p> <p>Public defense of qualification work.</p>   |
| <b>7 – Program competencies</b>  |  |
| <b>Integral competence</b>       | <p>The ability to solve complex specialized tasks and practical problems characterized by the 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.</p>   |
| <b>General competencies (GC)</b> | <p>GC 1. The ability to exercise 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.</p> <p>GC 2. 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, forms of physical activity for active recreation and a healthy lifestyle.</p> <p>GC 3. Ability to abstract thinking, analysis, synthesis.</p> <p>GC 4. Ability to apply knowledge in practical situations.</p> <p>GC 5. Knowledge and understanding of the subject area and understanding of professional activity.</p> <p>GC 6. Ability to communicate in the state language, both orally and in writing.</p> <p>GC 7. Ability to communicate in a foreign language.</p> <p>GC 8. Skills in using information and communication technologies.</p> <p>GC 9. Ability to learn and master modern knowledge.</p> <p>GC 10. Ability to conduct research at the appropriate level.</p> <p>GC 11. Ability to adapt and act in a new situation.</p> <p>GC 12. The ability to generate new ideas (creativity).</p> <p>GC 13. Appreciation and respect for diversity and multiculturalism.</p> <p>GC 14. Ability to work in an international context.</p> |



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|   | GC 15. Ability to act on the basis of ethical considerations (motives).   |
| <b>Professional competence (PC)</b>   | <p>PC 1. Ability to define and describe the characteristics of the organization.</p> <p>PC 2. The ability to analyze the results of the organization's activities, to compare them with the factors influencing the external and internal environment.</p> <p>PC 3. The ability to determine the prospects for the development of the organization's activities</p> <p>PC 4. The ability to determine the functional areas of the organization and the connections between them.</p> <p>PC 5. The ability to manage the organization and its divisions through the implementation of management functions.</p> <p>PC 6. The ability to act socially, responsibly and consciously.</p> <p>PC 7. Ability to choose and use modern management tools.</p> <p>PC 8. Ability to plan the activities of the organization and manage time.</p> <p>PC 9. The ability to work in a team and establish interpersonal interaction when solving professional tasks.</p> <p>PC 10. Ability to evaluate the performed work, ensure their quality and motivate the organization's personnel.</p> <p>PC 11. Ability to create and organize effective communications in the management process.</p> <p>PC 12. The ability to analyze and structure the problems of the organization, to form reasonable solutions.</p> <p>PC 13. Understand the principles and norms of law and use them in professional activity.</p> <p>PC 14. Understand the principles of psychology and use them in professional activities.</p> <p>PC 15. Ability to form and demonstrate leadership qualities and behavioral skills.</p> |
| <b>8 – Programmatic results of studies</b>  |   |
| <p>PRS 1. Know your rights and responsibilities as a member of society, to realize the values of civil society, the rule of law, human rights and freedoms and citizen in Ukraine.</p> <p>PRS 2. To maintain moral, cultural, scientific values and multiply the achievements of society, use different types and forms of motor activity to conduct a healthy lifestyle.</p> <p>PRS 3. Demonstrate the knowledge of theories, methods and functions of management, modern leadership concepts.</p> <p>PRS 4. Demonstrate problems for identifying problems and substantiation of managerial decisions.</p> <p>PRS 5. Describe the content of functional areas of organization.</p> <p>PRS 6. To identify search skills, collecting and analyzing information, calculation of indicators for substantiation of managerial decisions.</p> <p>PRS 7. To identify organizational design skills.</p> <p>PRS 8. Apply management methods to ensure the effectiveness of the organization.</p> <p>PRS 9. Demonstrate the skills of interaction, leadership, and command work.</p> <p>PRS 10. Have a skill to substantiate effective instruments to motivate the personnel of the organization.</p> <p>PRS 11. Demonstrate the skills of analyzing the situation and the implementation of communication in various fields of organization.</p> <p>PRS 12. Evaluate the legal, social and economic consequences of the organization's functioning.</p> |   |

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| <p>PRS 13. Communicate in oral and written forms by public and foreign languages.</p> <p>PRS 14. Identify the reasons for stress, adapt yourself to the team members to a stress situation, and find means to neutralize it.</p> <p>PRS 15. Demonstrate the ability to act socially responsibly and publicly deliberately on the basis of ethical reasons (motives), respect for diversity and intercultural.</p> <p>PRS 16. Demonstrate self-work skills, flexible thinking, openness to new knowledge, is critical and self-critical.</p> <p>PRS 17. Perform research individually and / or in a group under the leadership of the leader.</p> <p>PRS 18. Analyze indicators of development of management objects in the conditions of implementation of sustainable development programs.</p> <p>PRS 19. Use modern information technologies in the management of resources and databases to substantiate management decisions regarding the choice of innovative technologies in agricultural enterprises.</p> <p>PRS 20. Demonstrate the ability to ensure legal substantiation, financial expediency, customs support and safety of economic operations of business entities in markets of agricultural products and food.</p> |  |
| <b>9 – Resource Provision of Program</b>   |  |
| <b>Staffing</b>  | <p>The implementation of the educational and professional program in management is carried out by five doctors of economic sciences, professors and fifteen candidates of economic sciences, associate professors with at least 10 years of work experience.</p> <p>All scientific and pedagogical workers involved in the implementation of the educational and professional management program are full-time employees of the Sumy National Agrarian University; have a scientific degree and/or academic title and a confirmed level of scientific and professional activity.</p> <p>In order to increase the practical orientation of the educational process, leading practitioners and foreign experts are involved in conducting lectures.</p>  |
| <b>Material and technical support</b>  | <p>Provision of educational facilities, computer workstations, and multimedia equipment meets the need. All the necessary social and household infrastructure is available, the number of places in the dormitories meets the requirements.</p> <p>For the implementation of the educational and professional program, the Faculty of Economics and Management has specialized educational and training and computer laboratories equipped with the necessary equipment and software (Diamond FMS software complex, Master Test).</p> <p>Distance learning is implemented on the MOODLE, GoogleClassroom platforms and the ZOOM, GoogleMeet, Teams online conference service platforms.</p>  |
| <b>Information and teaching and methodological support</b>   | <p>SNAU official website: <a href="http://sau.sumy.ua">http://sau.sumy.ua</a> contains information on educational programs, educational, scientific and educational activities, structural divisions, reception rules, international cooperation, practice and employment, contacts.</p> <p>All SNAU registered users have unlimited Internet access. The Snow Scientific Library Fund contains more than 313 thousand copies of educational, scientific literature, periodical scientific publications. More than 7, 6700 records have been made to the electronic catalog. The electronic databases of secondary information are created and used - a buffinistic directory (more than 1,100 entries), dissertation directory (363 records), catalog of abstracts (2585 entries), etc.</p> |

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|   | Electronic cardboard is created. Reading room is equipped with wireless access to the Internet. All library resources are available through the University's website: <a href="http://library.sau.sumy.ua">http://library.sau.sumy.ua</a><br>All educational disciplines of the course of educational and professional training in the management are provided with summary of lectures, methodical recommendations for practical classes and independent work, methodological recommendations for the passage of professional internship and pre-diploma practices, as well as recommendations for writing a bachelor degree. |
| <b>10 – Academic Mobility</b>                                     |  |
| <b>National Credit Mobility</b>                                   | Based on bilateral agreements between Sumy National Agrarian University and Ukrainian universities of economic orientation<br><a href="https://international.snau.edu.ua/mizhnarodni-proekti/akademichna-mobilnist/">https://international.snau.edu.ua/mizhnarodni-proekti/akademichna-mobilnist/</a><br><a href="https://international.snau.edu.ua/mizhnarodni-partneri/">https://international.snau.edu.ua/mizhnarodni-partneri/</a>   |
| <b>International Credit Mobility</b>                              | Based on bilateral agreements between Sumy National Agrarian University and foreign partner educational institutions   |
| <b>Training of foreign applicants for higher education</b>        | Possible after studying the course of the Ukrainian language   |
| <b>11. Form of attestation of applicants for higher education</b> |  |
| <b>Forms of attestation of applicants for higher education</b>    | Attestation is carried out in the form of public protection of qualification work  |
| <b>Requirements for qualifying work</b>                           | Qualification work involves solving a complex specialized task or a practical problem in the field of management, characterized by complexity and uncertainty of conditions, with the application of theories and methods of economic science.<br>There can be no academic plagiarism, falsification, or plagiarism in the qualification work.<br>The qualification work must be published on the official website of the Sumy NAU.  |

**Guarantee of an educational program**  
**Doctor of Economic Sciences,**  
**Professor**

**Nataliya STOYANETS**



## The list of components of the educational-professional program and their logical sequence

### 1.1. List of components of the Educational Program

#### The list of academic disciplines of the normative part of the EP by cycles

| Code   | The name of the discipline                                    | Minimum number of credits for studying the discipline. | The minimum number of studies. hours of study of the discipline | Form of control |
|--|---|--|---|-----------------|
| <b>1.1. Humanities and socio-economic disciplines</b>                        |   |  |   |                 |
| SC 1.  | Historical and philosophical studies                          | 5  | 150   | exam, test      |
| SC 2.  | Fundamentals of scientific research                           | 5  | 150   | exam            |
| SC 3.  | Foreign language  | 5  | 150   | exam, test      |
| SC 4.  | Civic education   | 5  | 150   | exam            |
| SC 5.  | Ukrainian language and academic writing                       | 5  | 150   | exam            |
|  | <b>Total</b>  | <b>25</b>  | <b>750</b>  |                 |
| <b>1.2 Disciplines of natural science (fundamental) training</b>             |   |  |   |                 |
| SC 6   | Microeconomics  | 5  | 150   | exam            |
| SC 7   | Macroeconomics  | 5  | 150   | exam            |
| SC 8   | Higher mathematics and probability theory                     | 5  | 150   | exam, test      |
| SC 9.  | Economic and mathematical methods and models                  | 5  | 150   | exam            |
| SC 10  | Modern multimedia technologies                                | 5  | 150   | exam, test      |
| SC 11  | Systems of innovative technologies in agricultural production | 5  | 150   | exam            |
|  | <b>Total</b>  | <b>30</b>  | <b>900</b>  |                 |
| <b>1.3 Disciplines of general professional training</b>                      |   |  |   |                 |
| SC 12.   | Commercial law  | 5  | 150   | exam            |
| SC 13.   | Economy of enterprises  | 5  | 150   | exam            |
| SC 14.   | Management  | 5  | 150   | exam            |
| SC 15.   | Marketing   | 5  | 150   | exam            |
| SC 16.   | Finance money and credit                                      | 5  | 150   | exam            |
| SC 17.   | Accounting  | 5  | 150   | exam            |
| SC 18.   | Professional information technologies                         | 5  | 150   | exam            |
| SC 19.   | Statistics  | 5  | 150   | exam            |
| SC 20  | Analysis of economic activity                                 | 5  | 150   | exam            |
|  | <b>Total</b>  | <b>45</b>  | <b>1450</b>   |                 |
| <b>1.4 Disciplines of professional and practical training of the student</b> |   |  |   |                 |
| SC 21.   | HR  | 5  | 150   | exam            |
| SC 22.   | Self-management   | 5  | 150   | exam            |
| SC 23.   | Management of innovations                                     | 5  | 150   | exam            |
| SC 24.   | Leadership and communications in management                   | 5  | 150   | exam            |



|  |  |            |             |      |
|--|--|------------|-------------|------|
| SC 25.   | International Economic Relations       | 5          | 150         | exam |
| SC 26.   | Logistics                              | 5          | 150         | exam |
| SC 27  | Operational management                 | 5          | 150         | exam |
| SC 28.   | Project management                     | 5          | 150         | exam |
| SC 29.   | Agrarian management                    | 5          | 150         | exam |
| SC 30.   | Management of sustainable development  | 5          | 150         | exam |
|  | <b>Total</b>                           | <b>50</b>  | <b>1500</b> |      |
| <b>All according to the normative part (VPP) and Qualification work</b>  |  | <b>150</b> | <b>4500</b> |      |
| <b>Practical training</b>  |  |            |             |      |
| SC 31. Educational practice  |  | 12         | 360         |      |
| SC 32. Production practice (basic in the specialty)  |  | 6          | 180         |      |
| SC 33. Industrial practice and pre-diploma practice  |  | 6          | 180         |      |
| SC 34. Preparation and defense of qualification work   |  | 6          | 180         |      |
| <b>Total</b>   |  | <b>30</b>  | <b>900</b>  |      |
| <p align="center"><b>2. 2. ELECTIVE EDUCATIONAL DISCIPLINES</b></p> <p align="center"><i>*The list of optional educational components is determined by a certain educational level of training of higher education applicants, in accordance with the Regulations of SNAU "On optional educational disciplines". Elective subjects are multiples of 5.0 ECTS credits.</i></p> <p align="center"><i>Elective subjects consist of 3 blocks:</i></p> <p><b>2.1. The list of university-wide optional disciplines (the link is at university website).</b></p> <p><b>2.2. List of elective subjects of general training according to the OP of the faculty (the link is on the website of the faculty).</b></p> <p><b>2.3. The list of optional disciplines of professional training (the link is on the department's page).</b></p> |  |            |             |      |
| <b>2.1 Cycle of university-wide optional subjects of general training</b>  |  |            |             |      |
| EC 1   | Physical education (by motor activity) | 5          |             | test |
| EC 2   | Elective discipline (2 semester)       | 5          |             | test |
| EC 3   | Elective discipline (4 semester)       | 5          |             | test |
| EC 4   | Elective discipline (6 semester)       | 5          |             | test |
| <b>2.2 Cycle of disciplines of general training for the specialties of the faculty</b>   |  |            |             |      |
| EC 5   | Elective discipline (3 semester)       | 5          |             | exam |
| EC 6   | Elective discipline (4 semester)       | 5          |             | exam |
| EC 7   | Elective discipline (5 semester)       | 5          |             | test |
| EC 8   | Elective discipline (6 semester)       | 5          |             | test |
| <b>2.3 The cycle of selective disciplines of professional training</b>   |  |            |             |      |
| EC 9   | Elective discipline (7 semester)       | 5          |             | test |
| EC 10  | Elective discipline (7 semester)       | 5          |             | test |
| EC 11  | Elective discipline (8 semester)       | 5          |             | exam |
| EC 12  | Elective discipline (8 semester)       | 5          |             | test |
| The total amount of sample components  |  |            | 60          |      |
| <b>TOTAL SCOPE OF EDUCATIONAL AND PROFESSIONAL PROGRAMS</b>  |  |            | 240         |      |

I. Disciplines of general preparation for all specialties of the faculty:

<https://eim.snau.edu.ua/disciplini-zagalno%d1%97-pidgotovki/>

| Code                                    | The name of the discipline  | The minimum number of studies.<br>hours of study of the discipline |     | Form<br>final<br>control |
|---|---|--|-----|--------------------------|
| 1. Disciplines of humanitarian training |   |  |     |                          |
| EC 5                                    | Political economy   | 5  | 150 | exam                     |
|   | Theory of organizations   |  |     |                          |
|   | Regional economy  |  |     |                          |
|   | Econometrics  |  |     |                          |
|   | General basics of the organization of economic accounting         |  |     |                          |
|   | Finances of nature management                                     |  |     |                          |
|   | Public speaking and communications                                |  |     |                          |
| EC 6                                    | Cost management   | 5  | 150 | exam                     |
|   | Labor economics and social labor relations                        |  |     |                          |
|   | Foreign economic activity   |  |     |                          |
|   | The tax system  |  |     |                          |
|   | Basics of business analytics                                      |  |     |                          |
|   | Prices and pricing  |  |     |                          |
|   | Social policy   |  |     |                          |
| EC 7                                    | Organization of public service work                               | 5  | 150 | test                     |
|   | Rationing and payment of labor                                    |  |     |                          |
|   | Taxation of agribusiness enterprises                              |  |     |                          |
|   | Planning and control at the enterprise                            |  |     |                          |
|   | Financial analysis  |  |     |                          |
|   | International trade   |  |     |                          |
|   | Branding  |  |     |                          |
| EC 8                                    | Electronic commerce   | 5  | 150 | test                     |
|   | Social responsibility of business                                 |  |     |                          |
|   | Marketing of territories  |  |     |                          |
|   | Information technologies in the formation of management reporting |  |     |                          |
|   | Quality management  |  |     |                          |
|   | Organization of public procurement                                |  |     |                          |
|   | Bioeconomy and sustainable development                            |  |     |                          |
|   | Total   | 20   | 600 |                          |

II. Parameters of disciplines:

- 5 credits
- 60 classroom classes, of which 30 / 30 lk / pz
- 90 hours independent work of student

III. Prepare short annotations (in accordance with the content of the table of the quality department) and extended annotations for the detailed introduction of students to the content of the disciplines for the selective disciplines of general and professional training

### 2.3. Disciplines of the professional training cycle

| 2. Disciplines of the professional training cycle |  |          |   |                    |
|---|--|----------|---|--------------------|
| Code  | The name of the discipline                                 | semester | The minimum number of studies. hours of study of the discipline | Form final control |
| EC 9  | Management consulting and communications                   | 7        | 5/150   | test               |
|   | Justification of management decisions                      |          |   |                    |
|   | Management consulting                                      |          |   |                    |
| EC 10   | International management                                   | 7        | 5/150   | test               |
|   | Strategic management                                       |          |   |                    |
|   | Management of investment activities                        |          |   |                    |
| EC 11   | International trade and business                           | 8        | 5/150   | exam               |
|   | FEA of the enterprise                                      |          |   |                    |
|   | Management in international business                       |          |   |                    |
| EC 12   | Intercultural communication                                | 8        | 5/150   | test               |
|   | Environmental economy (concept of sustainable development) |          |   |                    |
|   | Communication marketing                                    |          |   |                    |

#### Form of attestation of higher education applicants

Attestation of graduates of the educational program "Management of organizations and administration" specialty 073 "Management", OS "Bachelor" is carried out in the form of performance and public defense of qualification work.

Graduation qualification work should not contain academic plagiarism, be original and authentic. It is made public on the official website of the university and transferred to the repository of the Sumy NAU.

Successful attestation of graduates ends with the issuance of a document of the established model awarding them with a bachelor's degree with the qualification "Bachelor of Management".

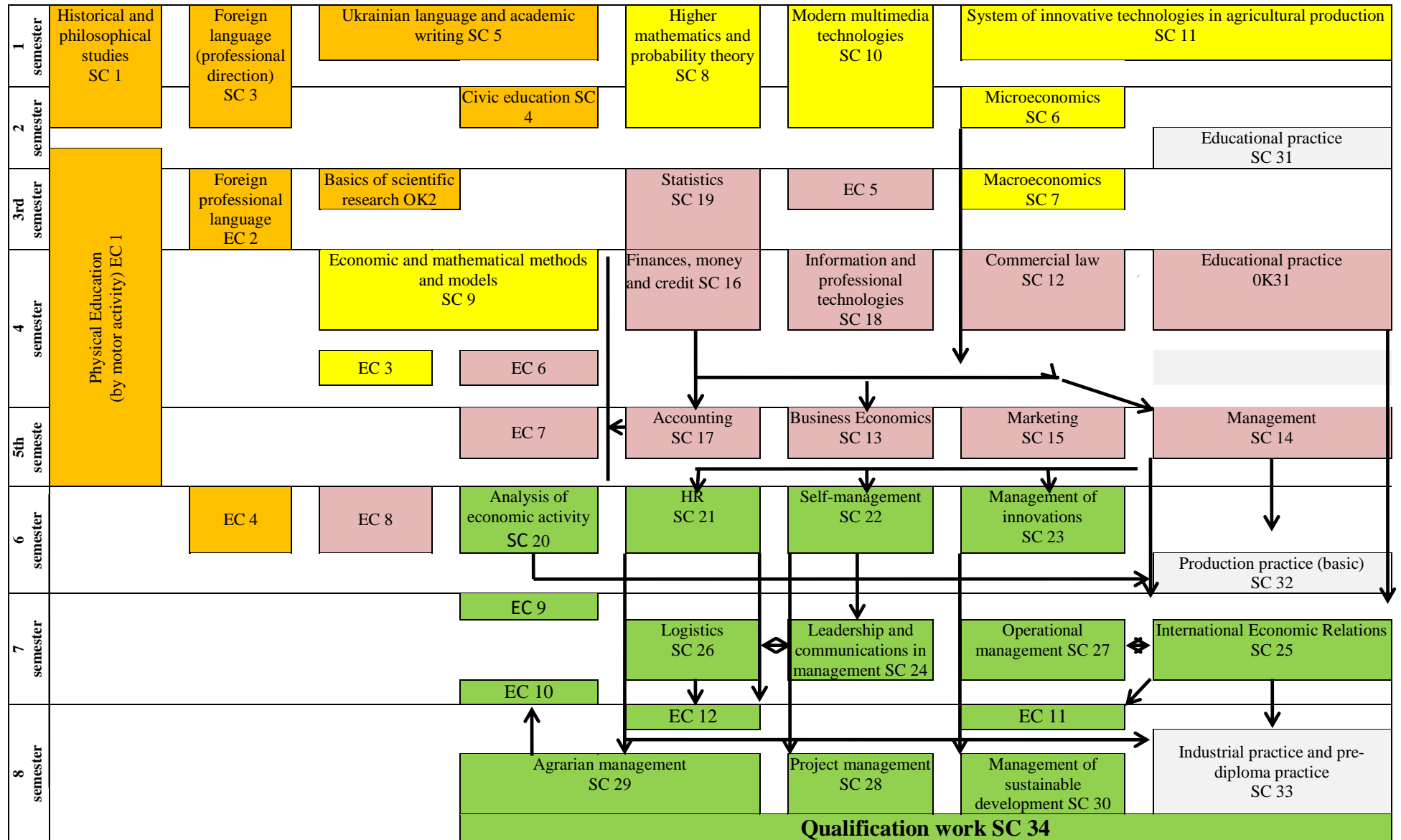
Defense of qualification work is carried out openly and publicly.

**Table 2 Matrix of providing program learning outcomes (PLO) with the relevant components of the educational program**

| Program learning outcomes | SC 1 | SC 2 | SC 3 | SC 4 | SC 5 | SC 6 | SC 7 | SC 8 | SC 9 | SC10 | SC11 | SC 12 | SC 13 | SC 14 | SC 15 | SC 16 | SC 17 | SC 18 | SC 19 | SC 20 | SC 21 | SC 22 | SC 23 | SC 24 | SC 25 | SC 26 | SC 27 | SC 28 | SC 29 | SC 30 | SC 31 | SC 32 | SC 33 | SC 34 |   |   |
|---------------------------|------|------|------|------|------|------|------|------|------|------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---|---|
| PLO 1                     | x    |      |      | x    |      |      |      |      |      |      |      | x     |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       | x     | x     |       |       |       |   |   |
| PLO 2                     | x    |      |      | x    |      |      |      |      |      |      |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       | x     |       |       |   |   |
| PLO 3                     |      |      |      |      |      |      |      |      |      |      |      |       | x     |       |       |       |       |       |       | x     |       |       |       | x     |       |       |       |       |       |       | x     | x     | x     | x     |   |   |
| PLO 4                     |      |      |      |      |      | x    |      |      |      |      |      |       |       |       | x     |       |       | x     | x     |       |       | x     |       |       |       |       |       |       | x     |       |       | x     |       | x     |   |   |
| PLO 5                     |      |      |      |      |      |      |      |      |      |      |      | x     |       |       |       |       |       |       |       |       |       |       | x     |       |       |       |       | x     |       | x     |       | x     |       | x     |   |   |
| PLO 6                     |      | x    |      |      |      |      |      |      |      |      | x    |       |       | x     |       | x     |       | x     | x     |       |       |       | x     |       | x     |       |       |       |       |       | x     | x     |       | x     |   |   |
| PLO 7                     |      |      |      |      |      |      |      |      | x    |      |      |       |       |       |       |       | x     |       |       |       |       | x     |       |       |       |       |       |       | x     |       |       |       | x     | x     | x |   |
| PLO 8                     |      |      |      |      |      |      |      |      |      |      |      |       | x     |       |       |       |       |       |       |       | x     |       |       |       |       |       |       |       |       | x     |       |       |       | x     | x |   |
| PLO 9                     |      |      |      |      |      |      |      |      |      |      |      |       | x     |       |       |       |       |       |       |       | x     | x     |       |       | x     |       |       |       |       |       |       |       |       |       |   |   |
| PLO 10                    |      |      |      |      |      |      |      |      |      |      |      |       |       |       |       |       |       |       |       |       | x     | x     |       |       |       |       |       |       |       |       |       |       |       |       |   |   |
| PLO 11                    |      |      | x    |      |      |      |      |      |      |      |      |       |       | x     |       |       |       |       |       |       | x     |       |       |       |       |       |       |       |       |       |       |       |       |       |   |   |
| PLO 12                    |      |      |      |      |      | x    | x    | x    | x    |      |      | x     |       | x     | x     |       |       | x     | x     |       |       |       |       |       |       |       | x     |       |       |       |       | x     | x     | x     | x |   |
| PLO 13                    |      |      | x    |      | x    |      |      |      |      |      |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |   | x |
| PLO 14                    |      |      |      |      |      |      |      |      |      |      |      |       |       |       |       |       |       |       |       |       | x     |       |       |       | x     |       |       |       |       |       |       |       |       |       |   |   |
| PLO 15                    |      |      |      | x    |      |      |      |      |      |      |      |       |       |       |       |       |       |       |       |       | x     |       |       | x     |       |       |       |       |       |       |       |       | x     | x     | x |   |
| PLO 16                    | x    | x    |      |      |      |      |      |      |      |      |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       | x     |       |   | x |
| PLO 17                    |      | x    |      |      |      |      |      |      |      |      |      |       |       |       |       |       |       |       |       |       | x     |       |       |       | x     |       |       |       | x     |       |       | x     | x     | x     | x |   |
| PLO 18                    |      |      |      |      |      |      |      |      |      |      |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       | x     |       |       | x     | x     |       |       |   | x |
| PLO 19                    |      |      |      |      |      |      |      |      | x    | x    | x    |       |       |       |       |       | x     |       |       |       |       | x     |       |       |       |       |       |       | x     | x     |       |       |       |       |   | x |
| PLO 20                    |      |      |      |      |      |      |      |      |      |      |      | x     |       |       |       |       |       |       |       |       |       |       |       | x     |       | x     | x     |       |       | x     |       |       |       |       |   | x |



## 2.2. Structural and logical scheme of the educational and professional program



Cycle of humanitarian training disciplines

Cycle of disciplines of basic and general professional training

Cycle of natural science (fundamental) training disciplines

Cycle of professional training disciplines

