

**MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE**  
**Bilotserkivsky national agrarian university**

"APPROVED"

Academic Council Bilotserkivsky national agrarian  
university

Protocol №10 of 10.06.2019 p.

Educational and professional programs  
entered into force on 9.1.2019 p.

**Educational and professional programs**

07 areas of knowledge "management and administration"

073 SPECIALTY "MANAGEMENT"

First of higher education (bachelor) LEVEL

Bachelor MANAGEMENT

**1. Profile of educational and professional program (EPP)  
specialty 073 "Management"**

<b>1 - General Information</b>	
<b>Full name of the institution of higher education and the structural unit</b>	Bilotserkivsky national agrarian university Faculty of Economics
<b>The degree of higher education and the name of the original language skills</b>	Bachelor Bachelor of management
<b>The official name of the educational program</b>	Management
<b>Type diploma and scope of the educational program</b>	Bachelor, a single, 240 ECTS credits
<b>Having accreditation</b>	The certificate of accreditation ND 1093377
<b>Cycle / level</b>	Ukraine NLC - 6 level, FQ-EHEA - first cycle, EQF-LLL - 6 level
<b>Background</b>	Having completed secondary education
<b>Language (s) teaching</b>	English, Ukrainian
<b>The validity of the educational program</b>	3 years 10 months
<b>Internet address stationing describing an educational program</b>	<a href="https://btsau.edu.ua/uk/content/osvitni-programy">https://btsau.edu.ua/uk/content/osvitni-programy</a>
<b>2 - The aim of the educational program</b>	
Providing training highly qualified specialists in management who are able to solve practical problems and complex specialized tasks characterized by complexity and uncertainty of conditions in the management of organizations and their units.	
<b>3 - Characteristics of the educational program</b>	
<b>Industry knowledge, specialty, specialty</b>	07 "Management and Administration" 073 "Management"
<b>Aspect Education Program</b>	Educational and vocational training in applied management oriented enterprises, organizations and their units.
<b>The main focus of the educational program and</b>	Special education and training in the field of management. Students gain the necessary knowledge and practical skills in management and administration and are able to solve the problem of optimization of material, financial and information flows,

<b>specialization</b>	coordinate logistics, marketing, operating and production strategies to shape and implement personnel policies, make informed management decisions under uncertainty and risk. Successful completion of the program involves obtaining fundamental and professionally oriented knowledge and skills, the ability to solve professional tasks management organization. <b>Keywords:</b> management, management, administration, management decisions, adaptation, leadership, team building, development effectiveness.
<b>Features</b>	The interdisciplinary nature of the program makes it possible to form a competence necessary future managers to prepare highly skilled professionals who are able not only to perform basic professional activity, but also to adapt to adjacent areas of professional activity: marketing, accounting and analytical, economic. Oriented training modern managers, proactive and able to quickly adapt to business environment. The peculiarity of the educational and professional programs are modern practice-oriented knowledge; advanced forms of learning; Academic mobility in the EU program Erasmus +.
<b>4 - Suitability graduates for employment and further education</b>	
<b>Eligibility for employment</b>	Work on enterprises of all forms of ownership (state, municipal, private), organizational forms and types of economic activity in which graduates can work as performers or younger heads of departments and divisions device management (staffing, planning and economic, financial, sales, marketing, etc. ) for small businesses, where graduates can work as managers; at the state and local government; in structures where graduates are entrepreneurs who create and develop their own business. Type of employment: organizational, managerial, administrative and analytical. Acquired competencies enable graduates to perform such professional work in accordance with the National Classifier of Ukraine "Classification of occupations" SC 003: 2010 (KP), managers (stewards) enterprises, institutions, organizations and their departments (code 1411-1496 CE), in particular the manager ( manager) in the provision of information on the regional development of communication technologies with administrative activities, logistics, marketing, supplying, sales, public relations, with foreign trade, in advertising, in person in, the organization of advisory services and environmental systems, information security, quality systems, social and corporate responsibility and so on.
<b>Further training</b>	The possibility of extending the training program of the second cycle of higher education (FQ-EHEA, level 7 EQF-LLL and 7 of HPK).
<b>5 - Teaching and Assessment</b>	
<b>Teaching and Learning</b>	Based on the principles studentotsentryzmu and individual and personal approach; implemented through training through research, strengthening the practical orientation and creative direction in the form of a combination of lectures, workshops, individual work with the elements of distance learning, training, workshops practicing managers, interactive teaching methods, teamwork, training and production practices.
<b>Evaluation</b>	Accumulation of score-rating system, which includes the evaluation of all types of classroom and extracurricular work of students in the form of current, module and final control (essays, presentations, project work, testing, INDZ, tests, written and oral exams), reports from practice, protection qualification of degree. Evaluation of educational achievements of higher education applicants carried out on a 100-point scale with the transfer of scoring system on a national scale and to ensure achievement ranking on a scale ECTS.
<b>6 - Software competence</b>	

<b>Integral competence (INT)</b>	The ability to solve complex problems and specialized practical problems characterized by complexity and uncertainty of conditions in management or in the learning process, which involves the application of theories and methods of social and behavioral sciences.
<b>General competence (HCC)</b>	<p>01. HCC's ability to exercise their rights and responsibilities as a member of society aware of the value of civil (democratic) society and the need for sustainable development, rule of law, human rights and freedoms and citizen in Ukraine.</p> <p>02. HCC's ability to maintain and increase the moral, cultural, scientific value and increase achievement society by understanding the history and patterns of development domain, its place in the overall system knowledge about nature and society and the development of society, techniques and technologies, use different types and forms of motor activity for recreation and healthy lifestyles.</p> <p>CAR 03. The ability to abstract thinking, analysis and synthesis.</p> <p>CAR 04. Ability to apply knowledge in practical situations</p> <p>CAR 05. Knowledge and understanding of the subject area and understanding of the profession.</p> <p>CAR 06. Ability to communicate national language both orally and in writing.</p> <p>CAR 07. Ability to communicate in a foreign language.</p> <p>08. HCC skills to use information and communication technologies.</p> <p>09. HCC's ability to learn and acquire modern knowledge.</p> <p>CAR 10. Ability to conduct research at an appropriate level.</p> <p>11. HCC adaptability and performance in the new situation.</p> <p>CAR 12. Ability to generate new ideas (creativity).</p> <p>13. HCC appreciation and respect for diversity and multiculturalism.</p> <p>CAR 14. Ability to work in an international context.</p> <p>15. HCC's ability to act on ethical grounds (reasons).</p>
<b>Special (professional) competence (SC)</b>	<p>UK 01. Ability to identify and describe the characteristics of the organization.</p> <p>SC 02. The ability to analyze the results of the organization, compare them with the factors of the external and internal environment.</p> <p>SC 03. The ability to determine the prospects of the organization.</p> <p>SC 04. The ability to determine the functional areas of the organization and the relationships between them.</p> <p>SC 05. The ability to manage the organization and its units through the implementation of management functions,</p> <p>SC 06. The ability to act socially responsibly and consciously.</p> <p>SC 07. The ability to choose and use modern management tools.</p> <p>SC 08. The ability of the organization to plan and manage time.</p> <p>SC 09. The ability to work in a team and to establish interpersonal interaction in solving professional problems.</p> <p>SC 10. The ability to assess the work performed, to ensure their quality and motivate staff of the organization.</p> <p>SC 11. The ability to create and manage effective communication in the management process.</p> <p>SC 12. The ability to analyze and structure problems of organization, to form a reasoned decision.</p> <p>SC 13. Understand the principles and rules of law and their use in professional activities.</p> <p>SC 14. Understand the principles of psychology and use them in their professional activities.</p> <p>SC 15. The ability to form and demonstrate leadership skills and behavioral skills.</p>

<b>7 - Program Learning Outcomes</b>	
<b>Knowledge (CN)</b>	<p>RN 01. Know your rights and responsibilities as a member of society aware of the values of civil society, rule of law, human rights and freedoms and citizen in Ukraine.</p> <p>RN 02. Demonstrate knowledge of the theories, methods and management functions, advanced concepts of leadership.</p>
<b>Ability (UM)</b>	<p>RN 03. Demonstrate skills in identifying problems and of management decisions, including the uncertainty.</p> <p>RN 04. Describe the contents of the functional areas of the organization.</p> <p>RN 05. Identify the skills of search, collection and analysis of information to justify the calculation of management decisions.</p> <p>RN 06. Identify organizational design skills.</p> <p>RN 07. To apply management techniques to ensure the effectiveness of the organization.</p> <p>08. Have RN study skills effective tools to motivate staff organization.</p> <p>RN 09. Evaluate the legal, social, environmental and economic impacts on the functioning of the organization.</p> <p>RN 10. Ability to apply laws and other legal acts of domestic legislation.</p> <p>RN 11. Ability to think systemically and apply creativity to the formation of innovative ideas, evaluate findings and arguments to defend decisions.</p> <p>RN 12. Ability to justify management decisions regarding foreign economic activity on the basis of complex economic and financial calculations.</p> <p>RN 13. Ability to perform and analyze market research to justify the development prospects of the organization.</p>
<b>Communication (COM)</b>	<p>RN 14. Demonstrate ability to properly communicate in speech and writing state and foreign languages.</p> <p>RN 15. Demonstrate skills of interaction, leadership, teamwork.</p> <p>RN 16. Demonstrate skills in analyzing the situation and the implementation of communication in different areas of the organization, using various methods, including information technology for effective communication in professional and social levels.</p>
<b>Autonomy and responsibility (AiV)</b>	<p>RN 17. Keep the moral, cultural, scientific value and increase social achievements, use different types and forms of motor activity to maintain a healthy lifestyle.</p> <p>RN 18. Ability to adapt to new situations, to identify the causes of stress, adapt themselves and team members to stressful situations and find means of neutralization.</p> <p>RN 19. Demonstrate ability to act socially responsible and socially conscious based on ethical grounds (reasons), respect for diversity and intercultural.</p> <p>RN 20. Demonstrate openness to new knowledge, skills, independent work, flexible thinking, the ability to learn positive experience and introduce the latest technology in professional activities, the ability to be critical and self-critical.</p> <p>RN 21. conduct research individually and / or in a group led by the leader.</p>
<b>8 - Source of the program</b>	
<b>Staffing</b>	<p>Research and teaching staff involved in educational and vocational programs are full-time employees BNAU. Over 90% of the teaching staff, involved in teaching professionally oriented disciplines have degrees in the specialty and / or academic status and confirmed the level of scientific and professional activity. Formation of professional competences provide professionals with experience in the specialty. A common practice is to conduct guest lectures by leading domestic and foreign experts in the field of management.</p>

<b>Logistics</b>	Logistical support meets the licensing requirements for the provision of educational services in higher worlds and is sufficient to ensure the quality of the educational process, including: classrooms; Computer classes (laboratory); specialized laboratories; gym, sports fields; library, reading rooms; wireless access point to the Internet; multimedia equipment; facilities for NPP; dormitories; Food and other items.
<b>Information and educational software</b>	Official website <a href="http://btsau.edu.ua/">http://btsau.edu.ua/</a> contains information on educational programs, educational, scientific and educational activities, structural units admission rules, contacts, makes it possible to use all the resources of the library BNAU. Library Reading Room (7 pcs. - 245 seats) have Internet access, institutional repositories BNAU ( <a href="http://rep.btsau.edu.ua/">http://rep.btsau.edu.ua/</a> ) Posted materials teaching of this education and training program. Is access to these databases as <a href="#">Business Communication Quarterly</a> , Topics in Theoretical Economics, The Forum for Social Economics, National Institute Economic Review, 4OR Springer Verlag, Academy of Accounting and Financial Studies Journal, AIEL Series in Labour Economics, Chinese Management Studies, Contemporary Accounting Research, CORPORATE OWNERSHIP AND CONTROL, where applicants higher education have the opportunity to use periodic scientific publication in electronic form, including foreign (English) language. Library is software "UFD - the library." Educational resources: the use of educational literature, access to online resources; book reservations online; access to electronic journals, electronic library resources in the world, electronic learning environment Moodle (teach.btsau.net.ua), existing technology and logistics educational process.
<b>9 - Academic Mobility</b>	
<b>National credit mobility</b>	On the basis of bilateral <a href="#">contracts</a> between Bila Tserkva National Agrarian University and institutions of higher education in Ukraine.
<b>International credit mobility</b>	As part of the EU Erasmus + Hand bilateral <a href="#">contracts</a> between Bila Tserkva National Agrarian University and higher education institutions in the partner countries, including the Czech University of Life Sciences (m. Praha), Slovak University of Agriculture (c. Nitra), University of Afyon Kocatepe (m. Afyon, Turkey).
<b>Training of foreign higher education candidates</b>	According to the "admission to Belotserkovsky national agrarian university", approved by the Academic Council BNAU.

## 2. The list of component educational and professional programs and their logical sequence

Code	The components of the educational program	credits	The form of final control
1	2	3	4
<b>1. The required components OPP</b>			
OK 01.	Sociology	4	credit
OK 02.	History of Economics and Economic Thought	5	exam
OK 03.	Regional Economics	5	credit
OK 04.	Economic theory	9	exam
OK 05.	Higher mathematics	5	exam
OK 06.	Economic Informatics	4	credit
OK 07.	Technologies crop production	4	exam
OK 08.	Technologies livestock production	4	exam
OK 09.	Probability theory	5	exam
OK 10.	Management	8	exam
OK 11.	Statistics	5	exam
OK 12.	Microeconomics	5	exam
OK 13.	Macroeconomics	4	exam
OK 14.	Marketing	4	exam
OK 15.	Finance, money and credit	4	credit
OK 16.	International Economics	4	credit
OK 17.	Operational management	4	exam
OK 18.	Foreign trade enterprises	4	exam
OK 19.	Business Economics	4	exam
OK 20.	Accounting and Auditing	4	credit
OK 21.	Organization of production (in t. H. Module "Safety")	4	credit
OK 22.	communicative management	4	credit
OK 23.	Investment	4	credit
OK 24.	Personnel Management	7	exam
OK	Strategic management	4	credit

25.			
OK 26.	Agricultural management	4	credit
OK 27.	Economic analysis	7	exam
OK 28.	Teaching practice "Introduction to Specialty"	3	
OK 29.	Teaching practice specialty	3	
OK 30.	Educational and professional practice specialty	3	
OK 31.	Production Bachelor practice	4	
OK 32.	Preparation of qualification Bachelor	4	
OK 33.	Certification	2	
Total mandatory components:		144	
<b>2. Selective DPP COMPONENTS</b>			
Selective block 1 (Optional University)			
VB 1.1.	Foreign language (Ukrainian)	12	offset + exam
VB 1.2.	The history of Ukraine and Ukrainian culture	3	exam
VB 1.3.	Information Systems and Technology	5	exam
VB 1.4.	Introduction to	3	credit
VB 1.5.	Physical Education	Pozakredytna	credit
VB 1.6.	Philosophy	3	exam
VB 1.7.	Finance companies	3	credit
VB 1.8.	Public Law	3	exam
VB 1.9.	Labor Economics and Labor Relations	4	credit
Selective block 2 (optional)			
VB 2.1.	Leadership and komandotvorennya	3	credit
VB 2.2.	The theory of organizations	5	credit
VB 2.3.	Methods of data processing and forecasting	5	credit
VB 2.4.	Econometrics	4	exam
VB 2.5.	Logistics	5	credit
VB 2.6.	International Economic Relations	5	credit
VB 2.7.	Financial market	5	exam
VB 2.8.	Economic modeling	4	credit



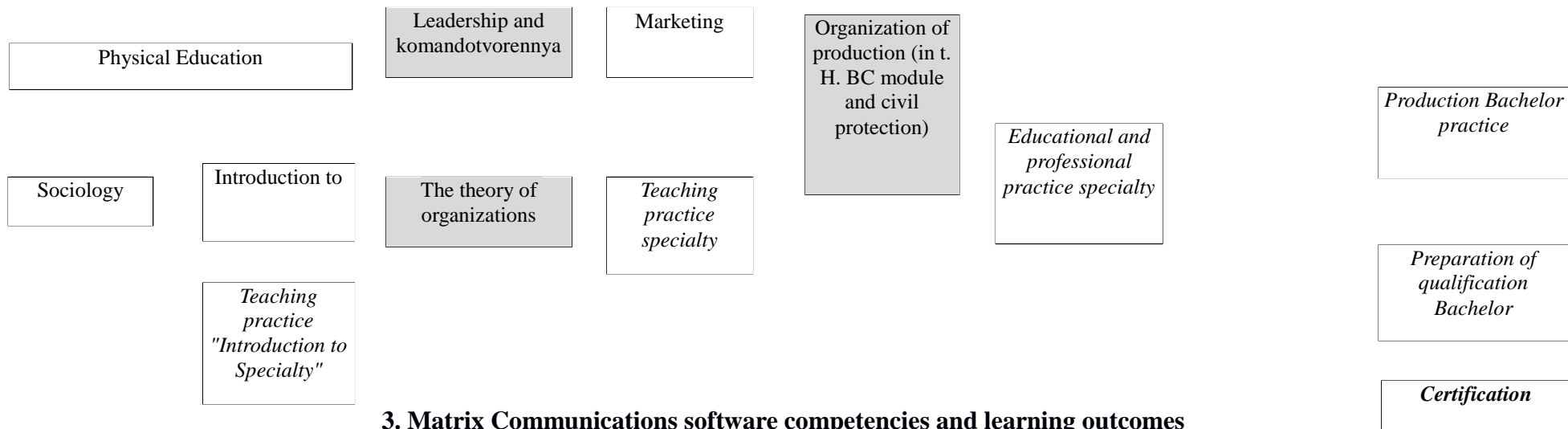
VB 2.9.	Monetary mechanism FEA	3	credit
UK 2.10.	Business organization	3	credit
UK 2.11.	Administrative management	4	exam
UK 2.12.	State regulation of Economy	4	exam
UK 2.13.	Self-management	4	credit
WB 2.14	innovation Management	3	exam
UK 2.15.	Regional management	3	exam
The total volume of sample components:		96	
<b>The total volume of educational programs:</b>		<b>240</b>	

## 2.2. Forms certification candidates Higher Education

Certification Education Program graduates 073 specialty "Management" held in the form of public protection and qualification work is completed document delivery form for the award of Bachelor of qualification: Bachelor of Management. Certification is carried out openly and publicly.

### 2.3. Structural and logical framework program for professional training

1 semester 1 year	2 semester 1 year	3 semester 2nd year	4 term 2 year	5 semester 3 year	6 semester 3 year	7 4 year term	8 semester 4 year
Foreign language (Ukrainian)				Public Law	Financial market	State regulation of Economy	Business organization
The history of Ukraine and Ukrainian. culture	Regional Economics	Philosophy	Finances, money and credit	Accounting and audit	Finance companies	Regional management	Labor Economics and Labor Relations
Economic theory		Microeconomics	Macroeconomics	Business Economics	International Economic Relations	Agricultural management	innovation Management
History of Economics and Economic Thought	Information Systems and Technology	Statistics	International Economics	Investment	Foreign economic activity of enterprises	Monetary mechanism FEA	Strategic management
Higher mathematics	Economic Informatics	Probability theory	Methods of data processing and forecasting	Economic modeling	Econometrics	Economic analysis	
Technologies crop production	Technologies livestock production	Management		Operating management	communicative management	Personnel Management	
					Logistics	Itself-management	Administrative management



**3. Matrix Communications software competencies and learning outcomes**

L e a r n i n g O u t c o m e s P r o g r a m ( R O P )	I R	G e n e r a l c o m p e t e n c e ( H C C)	Special (professional) competence (SC)																															
			01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15		
RN 01	*	*																																



