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MINISTRY OF SCIENCE AND HIGHER EDUCATION OF THE RUSSIAN FEDERATION
Federal State Budgetary Educational Institution of Higher Education
"Ural State University of Economics"
(USUE)

Protocol No. 6
of the Academic Council of USUE
December 22, 2025

APPROVED
Rector  Silin Ya.P.

THE MAIN PROFESSIONAL EDUCATIONAL PROGRAM OF HIGHER EDUCATION –
MASTER'S DEGREE PROGRAM

38.04.02 MANAGEMENT

Orientation (profile)
International Business (in English)

Ekaterinburg
2025

Compilers

Head of the Educational Program Matveeva A.I.

Recommended by

Recommended by

the Council for Academic and Methodological Affairs and Education Quality

Protocol

No. 4 dated December 16, 2025

Recommended by

the Educational and Methodological Commission of the Institute

Protocol

No. 3 dated December 12, 2025

Chairperson Zubkova E.V.

Recommended for implementation by

Employer _____

The updating of the Main Professional Educational Program is carried out annually at a meeting of the University Academic Council (the minutes are kept by the secretary of the University Academic Council).

Structure of the Main Professional Educational Program

Educational Program is a set of key characteristics of education (scope, content, planned outcomes), organizational and pedagogical conditions, and assessment forms, presented as:

- Curriculum
- Academic calendar
- Syllabi of academic courses
- Internship programs
- Final state certification programs
- Assessment and methodological materials for courses and internships
- Description of the educational program
- Annotations of course syllabi, internship programs, and final state certification programs
- Educational (upbringing) program
- Calendar plan of educational (upbringing) activities
- Reference on academic supervisors of the core educational components of higher education programs (Master's programs)
 - Reference on staffing conditions for program implementation
 - Reference on teaching staff from among managers and employees of organizations whose activities are related to the program's focus (profile)
 - Reference on research, methodological, or practical work of teaching staff relevant to the profile of the taught discipline (module)
 - Reference on material, technical, and educational-methodological support for Master's programs
- Employer reviews (only from strategic partners) of the programs
- Approval minutes (minutes from the department, Scientific and Technical Council, Academic Council, Council for Educational and Methodological Work and Quality of Education)
- Order on approval of profiles
- Agreements with key employers and strategic partners



MINISTRY OF SCIENCE AND HIGHER EDUCATION OF THE RUSSIAN FEDERATION
Federal State Budgetary Educational Institution of Higher Education
" Ural State University of Economics "
(USUE)

Protocol No. 4
Council on Educational and Methodological
Issues and Quality of Education
December 16, 2025

Approved
Vice-Rector for Educational and
Methodological Issues and Quality of
Education *[Signature]* Karkh D.A.



CHARACTERISTIC

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ABBREVIATIONS USED

FQP – Final Qualification Project;
FSE – Final State Examination;
DET – Distance Educational Technologies;
c.u. – credit unit;
L – Lecture-type classes (lectures);
UC – Universal Competencies;
GPC – General Professional Competencies;
MPEP – Main Professional Educational Program of Higher Education – Master's Program;
AM – Assessment Materials;
LF – Labor Functions;
PF – Practical Functions;
PS – Practical Classes;
PC – Professional Competencies;
SOP – Sample Core Educational Programs.
PS – Professional Standard;
CDP – Course Program;
SIW – Student's Independent Work;
USUE or University – Federal State Educational Institution of Higher Education "Ural State University of Economics";
FGOS – Federal State Educational Standard of Higher Education (Master's Level);
EBS – Electronic Library Systems;
EIOS – Electronic Information Educational Environment of the University;
EL – E-Learning

1. GENERAL DESCRIPTION OF THE EDUCATIONAL PROGRAM AND INTENDED LEARNING OUTCOMES

The goal of the program is to train Master's degree graduates in the field of international business and foreign economic activity.

Regulatory Legal Acts

Federal Laws of the Russian Federation
Federal Law No. 273-FZ of December 29, 2012 "On Education in the Russian Federation"
Federal State Educational Standard of Higher Education (FSES HE)
Federal State Educational Standard of Higher Education for the field of study 38.04.02 Management, approved by Order of the Ministry of Education and Science of Russia No. 952 dated August 12, 2020.
Orders of the Ministry of Labour and Social Protection of the Russian Federation
Order of the Ministry of Labor of Russia No. 148n dated April 12, 2013 "On the Approval of Qualification Levels for the Development of Draft Professional Standards
Professional Standards (Level 7)
08.039 Professional standard "Specialist in Foreign Economic Activity", approved by Order No. 409n of the Ministry of Labor and Social Protection of the Russian Federation dated June 17, 2019.

General Provisions

<i>Forms and Durations of Education (regardless of the technologies used), including vacations provided after passing the State Final Certification.</i>	Full-time	2 years
<i>Language of Instruction for the Educational Program</i>	English	
<i>Educational Technologies Used</i>	The use of e-learning and distance educational technologies is permitted.	
<i>Program Implementation</i>	Implemented by the university independently; if necessary, network forms may be used.	
<i>The total volume of the program, regardless of the form of study, educational technologies used, implementation of the master's program through network forms, or implementation of the master's program according to an individual curriculum.</i>	120 credit units	
<i>Program volume per academic year.</i>	excluding accelerated learning	не более 70 credit units
	in accelerated learning	не более 80 credit units

Graduate Requirements

General Requirements for Graduate Qualifications (Level 7)	
<i>Order of the Ministry of Labor and Social Development of Russia No. 148n dated April 12, 2013 "On the Approval of Qualification Levels for the Development of Draft Professional Standards" establishes general requirements for Level 7 qualifications of graduates.</i>	
Training of graduates for various fields of professional activity and positions	Training of qualified workers corresponding to level 7 of qualification, in-depth professional specialization. Training of graduates for various fields of professional activity, for positions: ~ Managers; ~ Senior and chief positions in the federal state civil service; ~ Senior and chief positions in municipal service; ~ Leading (chief) specialists of organizations.
Authority (professional actions/skills) and responsibility	Authority (professional actions/skills) and responsibility: 1. Strategy development 2. Management of processes and activities, including innovation, decision-making at the organizational or major departmental level 3. Accountability for performance results
Skills	1. Development of new methods and technologies 2. Independent problem-solving using various methods 3. Application of innovative methods
Knowledge	1. Understanding of methodological foundations of professional activity 2. Creation of new applied knowledge in a specific area 3. Identifying sources and searching for information necessary for the development of the professional field and/or organization
<i>Fields of Professional Activity and Spheres of Professional Activity in which graduates who have completed the master's program (hereinafter referred to as graduates) can pursue professional activities</i>	
<i>08 Finance and Economics</i>	<i>in the fields of:</i> ~ <i>research, analysis and forecasting of socio-economic processes and phenomena at the micro and macro levels in expert-analytical services (centers for economic analysis, government sector, public organizations);</i> ~ <i>production of goods and services, including analysis of demand for goods and services, assessment of their current and future supply, promotion of goods and services to the market, planning and management of financial flows related to production activities;</i> ~ <i>consulting.</i>
<i>Within the framework of the master's program, graduates can be prepared to solve the following types of professional tasks:</i>	
Research (GPC); Organizational and managerial (PC).	
<i>General Requirements for the Graduate</i>	<i>Graduate Employment</i>
<i>Professional Standard</i> 08.039 "Specialist in Foreign Economic Activity" APPROVED by order no. 409n of the ministry of labor and social protection of the russian federation dated june 17, 2019	
<i>Type of professional activity:</i> Carrying out foreign economic activity of an organization	<i>Possible job titles and professions:</i> head of foreign economic activity department Foreign economic activity manager

Main purpose of the type of professional activity:

The main purpose of the type of professional activity is to carry out production, economic and commercial functions in the sale (acquisition) of products on the external (global) market.

Graduates may continue their education in postgraduate studies.

Requirements for the learning outcomes of the master's program

As a result of mastering the master's program, the graduate develops the following competencies: **Universal Competencies**

Common to all fields of study

<i>Name of the category (group) of universal competencies</i>	<i>Code</i>	<i>Name of the graduate's universal competency</i>	<i>Name of the indicator for achieving a general professional competency</i>
Systemic and critical thinking	UC-1.	Capable of critically analyzing problematic situations based on a systematic approach and developing an action strategy.	<p>Know: methods of critical analysis; methodology of systems approach; methods for identifying problem situations</p> <p>Be able to: identify problem situations, search for information and solutions</p> <p>Have practical experience in: developing and justifying strategies for solving problem situations based on a systems approach</p>
Project development and implementation	UC-2.	Able to manage a project at all stages of its life cycle.	<p>Know: principles of formulating a project task within the defined problem; main requirements for project work and criteria for evaluating project results</p> <p>Be able to: develop a project implementation plan considering potential implementation risks and possibilities for their mitigation; plan necessary resources</p> <p>Have practical experience in: monitoring project progress; adjusting deviations; making changes to the project implementation plan.</p>
Teamwork and leadership	UC-3.	Able to organize and lead a team, developing a team strategy to achieve a set goal.	<p>Know: teamwork strategies; methods and techniques for selecting team members to achieve a set goal</p> <p>Be able to: organize and adjust team work, including based on collegial decisions</p> <p>Have practical experience in: organizing and managing team interaction to achieve set goals; experience in resolving disagreements, disputes, and conflicts within a team by considering the interests of all parties</p>
Communication	UC-4.	Capable of using modern communication technologies, including in a foreign language(s), for academic and professional interaction.	<p>Know: modern communication technologies; norms of business written communication; principles of drafting standard business documentation for academic and professional purposes in Russian and foreign languages.</p> <p>Be able to: establish contacts and organize communication according to the needs of joint activities; prepare business documentation in accordance with the norms of the Russian language</p> <p>Have practical experience in: presenting the results of research and project activities at</p>

<i>Name of the category (group) of universal competencies</i>	<i>Code</i>	<i>Name of the graduate's universal competency</i>	<i>Name of the indicator for achieving a general professional competency</i>
			various public events; participating in academic and professional discussions in a foreign language.
Intercultural interaction	UC-5.	Able to analyze and consider cultural diversity in the process of intercultural interaction.	<p>Know: the fundamentals of social interaction aimed at solving professional tasks; mechanisms of intercultural interaction in society.</p> <p>Be able to: present professional information in the process of intercultural interaction; analyze the specifics of social interaction considering national and ethnocultural characteristics.</p> <p>Have practical experience in: organizing interaction in a professional environment, taking into account national and ethnocultural characteristics; skills in intercultural interaction considering cultural diversity.</p>
Self-organization and self-development (including health preservation)	UC-6.	Able to determine and implement priorities for personal activities and methods for its improvement based on self-assessment.	<p>Know: theoretical and methodological foundations of self-development, self-realization, and the use of creative potential; fundamentals of planning a professional trajectory; technologies and methods of self-assessment.</p> <p>Be able to: determine priorities for professional activities and methods for their improvement based on self-assessment; develop, monitor, evaluate, and research components of professional activities; plan independent activities to solve professional tasks.</p> <p>Have practical experience in: determining effective directions for action in the field of professional activity; making decisions at the level of one's own professional activity; planning one's own professional activities.</p>

General Professional Competencies

<i>Code</i>	<i>Name of the general professional competency of the master's program graduate (FSES)</i>	<i>Name of the indicator for achieving a general professional competency (PS)</i>
<i>Type of professional activity tasks: Research</i>		
GPC-1	Capable of applying knowledge (at an advanced level) of fundamental economic science to solve	Know: the main directions of fundamental economic science for solving practical and/or research problems

Code	<i>Name of the general professional competency of the master's program graduate (FSES)</i>	<i>Name of the indicator for achieving a general professional competency (PS)</i>
	practical and/or research problems.	<p>Be able to: apply knowledge (at an advanced level) of fundamental economic science to solve practical and/or research problems in professional activities</p> <p>Have practical experience: in solving practical and/or research problems using advanced knowledge of fundamental economic science</p>
GPC-2	Capable of applying advanced instrumental methods of economic analysis in applied and/or fundamental research.	<p>Know: advanced instrumental tools for processing economic data to solve professional problems</p> <p>Be able to: select advanced instrumental tools for processing economic data in accordance with the assigned task</p> <p>Have practical experience: in analyzing and justifying the obtained results in the field of professional activity</p>
GPC-3	Capable of summarizing and critically evaluating scientific research in economics.	<p>Know: scientific research by domestic and foreign scholars, as well as the principles of their generalization and critical evaluation</p> <p>Be able to: analyze and interpret data from domestic and foreign statistics on socio-economic processes and phenomena, identify trends in changes of socio-economic indicators, summarize and critically evaluate results obtained by domestic and foreign researchers, identify promising directions, and develop a research program</p> <p>Have practical experience: in collecting, analyzing, and summarizing necessary data from domestic and foreign information sources based on information and bibliographic culture, using information and communication technologies while considering basic information security requirements</p>
GPC-4	Capable of making economically and financially sound organizational and managerial decisions in professional activities and taking responsibility for them.	<p>Know: the principles of making economically and financially sound organizational and managerial decisions in the field of professional activity</p> <p>Be able to: make economically and financially sound organizational and managerial decisions in the field of professional activity</p> <p>Have practical experience: in making economically and financially sound organizational and managerial decisions in the field of professional activity</p>
GPC-5	Capable of using modern information technologies and software tools in solving professional tasks.	<p>Know: the basics of business communications in professional activities</p> <p>Be able to: use modern software tools and information technologies to solve professional tasks</p> <p>Have practical experience: in solving professional tasks using modern software tools and information technologies</p>

Professional Competencies

<i>Name general labor function (GLF) level 7</i>	<i>Code</i>	<i>Name of the professional competency</i>	<i>Name of the indicator for achieving a general professional competency</i>
<i>Type of professional activity tasks: Organizational and managerial</i>			
Management of foreign economic activity in the organization	PC-1	Preparation and execution of foreign economic transactions C/01.7 Organization of work on foreign economic activity	<p>Know: Normative legal acts regulating foreign economic activity. International treaties in the field of standards and product requirements. Normative legal acts regulating state support for foreign economic activity. Types, forms, and instruments of state support for foreign economic activity. Rules for processing documentation for foreign trade contracts. The procedure for document flow within the organization. Terms and conditions of foreign trade contracts. Marketing and pricing specifics. Ethics of business communication and rules for conducting negotiations. English language (advanced threshold level B2). Fundamentals of economic theory. Fundamentals of the labor legislation of the Russian Federation. Rules for administrative document flow. The procedure for preparing established reporting. Fire safety rules. Occupational health and safety requirements.</p> <p>Be able to: Use computing, copying, auxiliary equipment, and various types of telecommunication links. Formulate and distribute tasks among employees of the department within the organization. Communicate with potential partners using modern means of communication. Conduct business correspondence with foreign partners. Assess the effectiveness and compliance of documentation for commercial proposals and requests from participants in foreign economic activity. Identify the interests of potential partners to form individual offers. Summarize and systematize the requirements of the legislation of the Russian Federation and the</p>

<i>Name general labor function (GLF) level 7</i>	<i>Code</i>	<i>Name of the professional competency</i>	<i>Name of the indicator for achieving a general professional competency</i>
			<p>requirements of international agreements and treaties regarding foreign economic activity. Summarize and systematize information about the organization's areas of activity.</p> <p>Have practical experience in: Planning and assigning tasks to department employees within the organization. Receiving and analyzing information on the implementation of foreign trade contracts. Ensuring internal coordination between the organization's specialized specialists regarding cooperation terms with potential partners for concluding and/or executing a foreign trade contract. Identifying the circle of participants involved in the execution of a foreign trade contract. Interacting with the organization's specialized specialists and third-party organizations to verify the reliability of potential partners for concluding a foreign trade contract. Processing received data, information, and documents about potential partners for concluding a foreign trade contract. Conducting a final analysis of potential partners' proposals regarding cooperation terms for concluding a foreign trade contract. Selecting potential partners for concluding a foreign trade contract. Ensuring the approval of the draft foreign trade contract within the organization and with the counterparty. Ensuring the procedure for signing the foreign trade contract with the counterparty. Monitoring changes in the requirements of the legislation of the Russian Federation regarding foreign economic activity and changes in the requirements of international agreements and treaties. Compiling a list and monitoring changes in state support measures for foreign economic activity.</p>
	PC-2	Assessment of the effectiveness of foreign economic transactions C/01.7 Organization of work on foreign economic activity	<p>Know: Methods and fundamentals of systematic analysis of foreign economic information Fundamentals of risk management in foreign economic activity Fundamentals of business planning Terms and conditions of foreign trade contracts Marketing and pricing specifics English language (advanced threshold level B2) Fundamentals of economic theory Procedure for preparing established reporting</p>

<i>Name general labor function (GLF) level 7</i>	<i>Code</i>	<i>Name of the professional competency</i>	<i>Name of the indicator for achieving a general professional competency</i>
			<p>Be able to: Interact with organizational departments to identify the overall development strategy of the organization Work with information systems and databases on foreign economic activity Assess the organization's export potential and import needs Prepare proposals on priorities for the organization's foreign economic activity Calculate financial indicators of the effectiveness of the organization's foreign economic activity Prepare proposals (reports) on the development of the organization's foreign economic activity</p> <p>Have practical experience in: Assessing the possibility of the organization receiving state support for foreign economic activity Preparing proposals on the advisability of receiving state support for foreign economic activity Assessing the organization's export potential and import needs Preparing proposals on priorities for the organization's foreign economic activity Assessing the effectiveness of the organization's foreign economic activity Analyzing the results of the organization's foreign economic activity Preparing proposals for the development of the organization's foreign economic activity</p>
	PC-3	Planning of the organization's foreign economic Activity C/02.7 Development of the organization's foreign economic activity plan and monitoring its implementation	<p>Know: Regulatory legal acts governing foreign economic activity International treaties in the field of standards and product requirements Regulatory legal acts governing state support for foreign economic activity Types, forms and instruments of state support for foreign economic activity Methods and fundamentals of systematic analysis of foreign economic information Rules for documentation preparation for foreign trade contracts Document flow procedures within the organization Fundamentals of risk management in foreign economic activity Fundamentals of business planning Terms of foreign trade contracts Marketing and pricing features Business communication ethics and negotiation rules English language (advanced threshold level B2)</p>

<i>Name general labor function (GLF) level 7</i>	<i>Code</i>	<i>Name of the professional competency</i>	<i>Name of the indicator for achieving a general professional competency</i>
			Fundamentals of economic theory Fundamentals of labor legislation of the Russian Federation Administrative document flow rules Procedures for preparing established reporting Fire safety rules Labor protection requirements Be able to: Use computing, copying, auxiliary equipment and various types of telecommunication connections Summarize and systematize information about the organization's tasks in foreign economic activity Develop strategic and current plans for the organization's foreign economic activity Summarize and systematize information about the organization's areas of activity Have practical experience in: Preparing a draft foreign economic activity plan considering the organization's priorities Presenting the organization's foreign economic activity plan Making necessary additions and changes to the organization's foreign economic activity plan Coordinating and presenting the final foreign economic activity plan within the organization
	PC-4	implementation of strategy and monitoring of the organization's foreign economic Activity plan C/02.7 development of the organization's foreign economic activity plan and monitoring its implementation	Know: Regulatory legal acts governing foreign economic activity International treaties in the field of standards and product requirements Regulatory legal acts governing state support for foreign economic activity Fundamentals of business planning Administrative document flow rules Be able to: Determine priorities and key factors for developing the organization's foreign economic activity Interact with organizational departments to identify the overall development strategy Coordinate actions of employees involved in implementing the foreign economic activity plan Manage organizational resources for implementing the foreign economic activity plan Have practical experience in: Defining responsibility areas within the organization for implementing the foreign economic activity plan

<i>Name general labor function (GLF) level 7</i>	<i>Code</i>	<i>Name of the professional competency</i>	<i>Name of the indicator for achieving a general professional competency</i>
			Monitoring execution, achievement of intermediate goals and results of the foreign economic activity plan Tracking deviations from implementation, achievement of intermediate goals and results of the foreign economic activity plan Preparing proposals for adjusting the organization's foreign economic activity plan

2. STRUCTURE AND VOLUME OF THE EDUCATIONAL PROGRAM

Volume and structure of the program

<i>Structure of the master's program</i>		<i>Volume of the master's program and its blocks in credit units</i>
Блок 1	Disciplines (Modules)	not less than 80
Блок 2	Internship	not less than 21
Блок 3	State final certification	not less than 9
Volume of the master's program		120

3. GENERAL CHARACTERISTICS OF THE CONDITIONS FOR IMPLEMENTING THE EDUCATIONAL PROGRAM

3.1. System-wide requirements for program implementation

The University possesses, under ownership rights or other legal grounds, the material and technical resources necessary for educational activities (premises and equipment).

Throughout the entire period of study, each student is provided with individual, unrestricted access to the University's electronic information and educational environment (both on and off campus) from any location with an internet connection.

The electronic information and educational environment provides access to:

- ~ curricula,
- ~ course syllabi (modules),
- ~ internship programs,
- ~ electronic publications and electronic educational resources specified in the course syllabi (modules) and internship programs;
- ~ the formation of an student's e-portfolio, including the storage of their work and grades for these works.

In the case of the master's program being implemented using e-learning and distance educational technologies, the electronic information and educational environment additionally ensures:

- ~ recording the educational process, the results of interim assessments, and the results of mastering the master's program;
- ~ conducting training sessions and assessment procedures, the implementation of which is envisaged using e-learning and distance educational technologies;
- ~ interaction between participants in the educational process, including synchronous and/or asynchronous interaction via the Internet.

The operation of the electronic information and educational environment is ensured by appropriate information and communication technology tools and the qualifications of the staff using and maintaining it.

<https://www.usue.ru/sveden/>

<http://lib.usue.ru/>

<http://portfolio.usue.ru>

<https://portal.usue.ru/portal>

<https://eis.usue.ru/usue>

<https://www.usue.ru/raspisanie/>

The operation of the electronic information and educational environment complies with the legislation of the Russian Federation.

3.2. Requirements for Material, Technical, and Educational-Methodological Support of the Program

Premises consist of classrooms for conducting training sessions provided for by the program, equipped with equipment and technical teaching aids, the specific composition of which is defined in the course syllabi (modules).

Premises for independent student work are equipped with computer technology capable of connecting to the Internet and providing access to the university's electronic information and educational environment.

The Educational Program is provided with the necessary set of licensed and freely distributed software, including software of domestic origin (the composition is defined in the course syllabi (modules) and is subject to updating as necessary).

Students are provided with access (including remote access, particularly when e-learning and distance educational technologies are used) to modern professional databases and information reference systems, the composition of which is defined in the course syllabi (modules) and is subject to updating (as necessary).

3.3. Requirements for Staffing Conditions of Program Implementation

The implementation of the master's program is ensured by the teaching staff of the university, as well as by individuals engaged by the university to implement the master's program under other conditions.

The qualification of the university's teaching staff meets the qualification requirements specified in the qualification reference handbooks.

<i>Number of TEACHING STAFF of the university involved in the program implementation, AND PERSONS ATTRACTED by the university to implement the master's program UNDER OTHER CONDITIONS (based on the number of full-time equivalent positions, converted to integer values)</i>	<i>%</i>
must conduct research, instructional, methodological, and/or practical work relevant to the profile of the taught discipline (module).	Not less than 70% of the total number
must be managers and/or employees of other organizations carrying out labor activities in a professional field corresponding to the professional activities for which graduates are being trained (must have at least 3 years of work experience in this professional field).	Not less than 5% of the total number
must have an academic degree (including an academic degree obtained in a foreign country and recognized in the Russian Federation) and/or an academic title (including an academic title obtained in a foreign country and recognized in the Russian Federation).	Not less than 60% of the total number

Overall supervision of the scientific content of the master's program is carried out by a research and teaching staff member of the university who holds an academic degree, conducts independent research projects (or participates in such projects) in the field of study, has annual publications based on the results of said research activities in leading domestic and/or foreign peer-reviewed scientific journals and publications, and annually presents (applies) the results of said research activities at national and international conferences.

4. GENERAL CHARACTERISTICS OF THE CONTENT OF EDUCATIONAL ACTIVITIES FOR THE EDUCATIONAL PROGRAM (PROCEDURE FOR IMPLEMENTING MASTER'S PROGRAMS)

Education under the master's program is carried out in accordance with the curriculum of the educational program.

Educational activities for the educational program are conducted:

- in the form of **contact work** between students and the teaching staff of the university, as well as persons involved in implementing educational programs under other conditions;
- in the form of «independent work» by students.

Contact work is conducted in the form of **classroom** and **extracurricular** activities. It may be carried out in the university's electronic information and educational environment using distance learning technologies and the university's information and communication systems.

Classroom, contact work consists of theoretical and practical training:

- Lecture-type classes (lectures and other classes primarily involving the transfer of educational information);
- Practical classes (practical training in seminars, workshops, laboratory work, colloquiums, and other similar classes);
- Group and individual consultations;
- Other forms of contact work, involving group or individual work of students with the teaching staff of the organization and persons involved under other conditions.

Extracurricular, contact work is aimed at **educating the student** - at developing the student's personality, creating conditions for self-determination and socialization based on socio-cultural, spiritual and moral values, and the rules and norms of behavior accepted in Russian society, in the interests of the individual, family, society, and the state. This includes fostering in students a sense of patriotism, citizenship, respect for the memory of the defenders of the Fatherland and the exploits of the Heroes of the Fatherland, for the law and legal order, for working people and the older generation, mutual respect, careful attitude towards the cultural heritage and traditions of the multinational people of the Russian Federation, nature, and the environment.

Research work (R&D) is carried out within the framework of the student's individual plan in the form of:

- Preparing course projects and final qualification theses (dissertations);
- Preparing, participating in, and publishing reports and article abstracts in conference proceedings related to the program's focus;
- Delivering presentations at conferences;
- Preparing for and participating in competitions, olympiads, etc., related to the program's focus.

To develop research skills in master's program students, it is permissible for them to supervise the research work of students in secondary vocational education programs at the University's college.

Practical training (Internships/Practicums) is aimed at students performing specific types of work related to their future professional activities, focusing on the formation, consolidation, and development of practical skills and competencies in the profile of the educational program, acquired during theoretical training.

Practical training under the program is carried out in the form of "internships/practicums**", which are organized in accordance with the requirements of the Federal State Educational Standard (FSES), the University's local regulations, and the working programs of the practicums.

Types of practicums: Educational (academic) practicum, Industrial (work) practicum.

<i>Types of educational (academic) practice</i>	
Introductory (familiarization) practice	Reinforcing theoretical knowledge gained from studying core professional disciplines; Developing specialized skills in analyzing organizational, methodological, and

<i>(This is a specific type of educational practice aimed at providing initial exposure to the professional field, its organizations, and key processes.)</i>	<ul style="list-style-type: none"> regulatory documents to solve key tasks of professional activity and functional duties outlined in professional standards; - Collecting materials for writing course projects/papers; - Preparing material for scientific publications based on studying and analyzing the activities of organizations in performing the main tasks of professional activity and functional duties outlined in professional standards and practice programs.
Types of industrial (work) practice	
Research work	<ul style="list-style-type: none"> Preparation and publication of a first scientific article. - Preparation and publication of materials (abstracts, articles, reports) for participation in scientific events (round tables, conferences, etc.). - Collection of materials for writing the first chapter of the Final Qualification Thesis (FQT).
	- сбор материала для второй главы ВКР
Technological (project-technological) practice	<ul style="list-style-type: none"> Gaining experience in solving technological problems, managerial and organizational work within a team; - Writing the second chapter of the Final Qualification Thesis (FQT).
Pre-diploma practice (additional type)	<ul style="list-style-type: none"> - Testing the results of theoretical research. - Writing and presenting all chapters of the Final Qualification Thesis (FQT). - Pre-defense of the FQT.

Interim Attestation

The procedure for conducting interim attestation includes a system for evaluating its results and criteria for grading. The forms of interim attestation, their frequency, and the procedure for conducting them are established by the curriculum. The procedure and deadlines for clearing academic deficiencies are established by the local regulatory acts of USUE.

State Final Attestation (SFA)

A student who has no academic debts and has fully completed the curriculum or individual curriculum is admitted to the SFA. The SFA is conducted by state examination commissions to determine the compliance of the students' mastery of the educational program with the relevant requirements of the Federal State Educational Standard (FSSES).

The State Final Attestation for students includes preparation for the defense procedure and the defense of the Final Qualification Thesis.

Persons who have successfully passed the State Final Attestation are issued a document on education and qualification - a **MASTER'S DEGREE DIPLOMA**, which states: "has mastered the master's program in the field of study 38.04.02 MANAGEMENT", "is awarded the qualification 'MASTER'".

After passing the SFA, students, upon their application, are granted vacations within the period of mastering the corresponding educational program, after which they are expelled in connection with the completion of their education.

5. GENERAL REQUIREMENTS FOR THE SYSTEM OF ASSESSING THE RESULTS OF MASTERING THE EDUCATIONAL PROGRAM AND GRADING CRITERIA

The indicator for assessing the mastery of the Educational Program is formed by combining the student's current control and intermediate attestation results.

The rating indicator for each discipline is expressed as a percentage, reflecting the student's level of preparation.

Current Control.

A 100-point grading system is used. The assessment of a student's work during the semester is carried out by the instructor in accordance with their developed system for evaluating academic achievements in the process of studying the discipline.

The work programs for disciplines and practices specify the types of current control, the planned results of assessment events, and the criteria for evaluating academic achievements.

During the semester, the instructor conducts no fewer than **3 assessment events** to evaluate the student's performance.

If class attendance is included in the rating, this indicator constitutes **no more than 20%** of the maximum possible points for the discipline.

Intermediate Attestation.

A 5-point grading system is used. The assessment of a student's work upon completion of a discipline (or part of a discipline) is carried out by the instructor in accordance with their developed system for evaluating the student's achievements in the process of studying the discipline.

State Final Attestation.

A 5-point grading system is used. This assessment evaluates the level of formed competencies and the graduate's readiness to solve professional tasks.

Procedure for converting the ratings (foreseen by the grading system) for disciplines, practices, and the final state attestation into the five-point system.

Criteria for Evaluating the Content and Quality of Student Training in Disciplines and Practical Training

<i>Assessment indicator</i>	<i>On a 5-point scale</i>	<i>Indicator characteristic</i>	
100% - 85%	Excellent	Possess theoretical knowledge in full, understand, independently able to apply, research, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, and evaluate results at a high level.	High level of training
84% - 70%	Good	Possess comprehensive theoretical knowledge, understand, and are independently able to apply, research, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, and evaluate results. Minor shortcomings may be present, corrected by the student independently during the work (response, etc.).	
69% - 50 %	Satisfactory	Possess general theoretical knowledge, are able to apply, research, identify, analyze,	Average level of

<i>Assessment indicator</i>	<i>On a 5-point scale</i>	<i>Indicator characteristic</i>	
		systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, and evaluate results at an average level. Errors are allowed that the student has difficulty correcting independently.	training
49 % and less	Unsatisfactory	Possess an incomplete volume of general theoretical knowledge, are unable to independently apply, research, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, or evaluate results. Skills and abilities necessary for solving professional tasks are not formed.	Low level of training
100% - 50%	Pass (Credit)	The indicator characteristic corresponds to "excellent," "good," "satisfactory".	
49 % and less	Fail (no credit)	The indicator characteristic corresponds to "unsatisfactory".	

The defense of the final qualifying work demonstrates the graduate's level of readiness for independent professional activity.

<i>Evaluation criteria</i>	<i>Indicator</i>	<i>Level of competency formation</i>
Relevance of the chosen topic, justification of the problem's significance for the research object	The work clearly substantiates the relevance of the thesis topic from the perspective of the research problem's significance. The formulations are precise and well-argued.	<i>excellent/high</i>
	The work does not sufficiently substantiate the relevance of the thesis topic and the significance of the research problem. There are some shortcomings in the formulations.	good/average
	The relevance of the thesis topic is not accurately substantiated. The significance of the research problem is formulated fragmentarily.	satisfactory/sufficient
	The work does not substantiate the relevance of the problem.	unsatisfactory/competency not formed
Scientific novelty of the research, its theoretical and practical significance	The elements of scientific novelty are clearly formulated. The work substantiates the theoretical significance of the research using at least three sources in a foreign language and reflects its connection with the tasks of professional activity. The work contains recommendations for the practical application of the research results.	<i>excellent/high</i>
	The elements of scientific novelty are formulated. The work does not clearly substantiate the theoretical significance of the research using at least two sources in a foreign language, and the connection of the	good/average

<i>Evaluation criteria</i>	<i>Indicator</i>	<i>Level of competency formation</i>
	research with the tasks of professional activity is reflected. The work contains elements of recommendations for the practical use of the research results.	
	The work does not substantiate the theoretical significance of the research using at least one source in a foreign language; the connection between the research and professional tasks is not clearly defined. The practical orientation of the work is weakly expressed.	satisfactory/sufficient
	The work does not clearly define elements of scientific novelty. There is no practical orientation.	unsatisfactory/competency not formed
Review of sources on the research problem, use of information databases	A comprehensive review of Russian and foreign scientific sources has been conducted. Literary sources are used correctly. The work includes material from a foreign source, independently translated by the student. Data from information databases, regulatory legal acts, statistical data, and organizational data have been utilized.	excellent/high
	A review of Russian and foreign scientific sources has been conducted. The work contains references to translated materials from foreign sources. Data from publicly available information databases and regulatory legal acts have been used. Organizational data are not utilized.	good/average
	A review of Russian and foreign scientific sources has been conducted. The work contains references to material from a foreign source that is cited in the works of Russian scholars used in the final qualifying work. There are errors in the use of information databases and regulatory legal acts. Organizational data are not used.	satisfactory/sufficient
	There are no sources in a foreign language. There is no material in the work utilizing information databases.	Unsatisfactory/competency not formed
Clarity of research objectives and tasks formulation, methodological competence	The research goal and objectives are competently formulated, and the structure of the work fully corresponds to them. The necessary research methods have been correctly selected and applied.	excellent/high
	The goal and objectives are competently formulated, and the structure of the work generally corresponds to them. There are minor errors in the selection and/or application of research methods.	good/average
	The goal and objectives are not clearly formulated and are weakly connected to the structure of the work. There are significant errors in the selection and/or application of research methods.	satisfactory/sufficient
	The research apparatus is not thought out or its description is absent; the goal and objectives are not	unsatisfactory/competency not formed

<i>Evaluation criteria</i>	<i>Indicator</i>	<i>Level of competency formation</i>
	formulated.	
Logical presentation of material. Presence of reasoned conclusions based on the results of the work, their compliance with the target settings	The work has a clear structure, internal unity, compositional integrity, and logical sequence of material presentation. Well-reasoned conclusions have been drawn based on the results of the work, and they correspond to the target objectives.	excellent/high
	The material is presented logically and sequentially, but there are shortcomings in the structure of the work. Conclusions have been drawn based on the results of the work, but they are not always substantiated. The conclusions generally correspond to the target objectives.	good/average
	The work lacks internal unity, with violations in the logic and sequence of material presentation. The conclusions are superficial and do not always correspond to the target objectives.	satisfactory/sufficient
	The work lacks internal unity, and the material is unstructured. Conclusions are absent.	unsatisfactory/competency not formed
Presence of justified proposals for improving the organization's activities, presentation of one's own vision for further research prospects of the problem	The work contains independently formulated proposals for improving activities in the organization, includes justifications, and outlines paths for further research on the topic. (Possibility of an implementation act)	excellent/high
	The work formulates proposals for improving the organization's activities, but the justifications are not sufficiently correct. The vision for further research prospects is unstructured.	good/average
	Recommendations for improving the organization's activities are of a formal nature. A vision for further research prospects is absent.	satisfactory/sufficient
	The work is written based on several others' works without independent creative processing; it does not contain analysis or practical examination of the research object's activities; it lacks conclusions and recommendations. The uniqueness of the work is less than 70%.	unsatisfactory/competency not formed
Level of language and stylistic proficiency	High level of language and stylistic proficiency. The work contains no speech or spelling errors. The author has a strong command of business communication style.	excellent/high
	Some stylistic and speech inaccuracies are present in the work, although the author demonstrates a good command of business communication style.	good/average
	Insufficient command of business communication style. The work contains various types of errors; typos are not fully corrected.	satisfactory/sufficient
	The work contains serious errors; typos have not been corrected.	unsatisfactory/competency not formed
Quality of work design	The work is formatted in accordance with all requirements for final qualifying work.	excellent/high

<i>Evaluation criteria</i>	<i>Indicator</i>	<i>Level of competency formation</i>
	There are minor shortcomings in the design.	good/average
	Numerous shortcomings in the design.	satisfactory/sufficient
	The work appears to be a compilation from a limited number of sources without proper citations, or is entirely plagiarized. The formatting does not meet the requirements for a final qualifying work; there is superficial familiarity with specialized literature; the bibliography is minimal.	unsatisfactory/competency not formed
Presence of publications on the research topic	There are three or more author's publications on the research problem in scientific journals and conference proceedings.	excellent/high
	There are two author's publications on the research problem in scientific journals and conference proceedings.	good/average
	There is one author's publication on the research problem in scientific journals and conference proceedings.	satisfactory/sufficient
	There are no author's publications on the research problem in scientific journals and conference proceedings.	unsatisfactory/competency not formed

Criteria and grading scales for the final qualifying work in the form of a startup correspond to the criteria and grading scales for final qualifying works and are established by the state final certification programs for the educational program(s) pursued by each student who has submitted a final qualifying work.

6. GENERAL REQUIREMENTS FOR THE FINANCIAL CONDITIONS OF IMPLEMENTING THE MASTER'S PROGRAM

Financial support for the implementation of the master's program is provided in an amount not lower than the baseline standards for the costs of providing state services for the implementation of higher education programs - master's programs and the values of adjusting coefficients to the baseline cost standards, as determined by the Ministry of Science and Higher Education of the Russian Federation.

7. GENERAL REQUIREMENTS FOR THE MECHANISMS USED TO ASSESS THE QUALITY OF EDUCATIONAL ACTIVITIES AND STUDENT TRAINING IN THE MASTER'S PROGRAM

7.1. The quality of educational activities and student training in the master's program is determined within the framework of:

- an internal evaluation system;
- an external evaluation system, in which USUE participates on a voluntary basis.

7.2. Internal Evaluation

In accordance with the procedure for organizing the internal evaluation system established by the university's local regulatory act, for the purpose of improving the master's program, the university regularly involves the following in the procedure for internal evaluation of the quality of educational

activities and student training in the master's program:

- **Employers and/or associations of employers** in the industry where graduates are in demand, as well as other legal and/or physical persons who conduct expert assessments of the conditions and content of the master's program for their compliance with the field of professional activity and the requirements for professional competencies demanded of graduates in the labor market. They are also involved to summarize domestic and foreign experience and provide consultations to update the master's program. They may be involved in conducting ongoing monitoring and interim assessment of disciplines and practical training.

- **Teaching staff of the university**, who conduct annual monitoring of the content, conditions, and results of the master's program implementation;

- **Students**, who are also given the opportunity to evaluate the conditions, content, organization, and quality of the educational process as a whole, as well as individual disciplines (modules) and practical training.

All the above categories participate in the university's collegial bodies, which develop, analyze, and update master's programs.

Internal evaluation also includes a point-based rating system.

7.3. External Evaluation

External evaluation of the quality of educational activities in the master's program, as part of the state accreditation procedure, is carried out to confirm compliance of the educational activities with the requirements of the Federal State Educational Standard of Higher Education (FSES HE), taking into account the corresponding exemplary core educational program.

External evaluation of the quality of educational activities and student training in the master's program may be carried out through **professional and public accreditation**, conducted by employers, their associations, as well as organizations authorized by them, including foreign organizations, or authorized national professional and public organizations that are part of international structures. The purpose is to recognize the quality and level of graduate training as meeting the requirements of professional standards (if available) and/or the requirements of the labor market for specialists in the relevant field.

8. GENERAL REQUIREMENTS FOR THE ORGANIZATION OF THE EDUCATIONAL PROCESS FOR PERSONS WITH DISABILITIES

8.1. General Requirements for Conditions

To ensure the accessibility of the program for persons with disabilities, the university, when necessary (upon a student's request), provides the following conditions:

- Establishment of a special procedure for mastering disciplines, including physical education and sports, taking into account their health status;

- Selection of internship locations considering their psychophysical development, individual capabilities, health status, and accessibility requirements;

- Provision of electronic educational resources in formats adapted to their health limitations;

- Extension of the study period under an individual curriculum, regardless of the form of study, by no more than 6 months compared to the standard duration of education for the corresponding form of study, if desired by the student;

- Use of e-learning and distance educational technologies in the implementation of the master's program, ensuring the possibility of sending and receiving information in accessible formats. Students are provided with access (including remote access) to modern professional databases and information reference systems, the composition of which is defined in the work programs of disciplines (modules) and is subject to annual updates;

- Conducting the state final certification (SFA) with consideration of their psychophysical development, individual capabilities, and health status. The following general requirements are ensured during the SFA:

- Conducting the SFA for persons with disabilities in the same classroom as students without disabilities, unless it creates difficulties for either group;

- Presence of an assistant (assistants) in the classroom to provide necessary technical assistance to students with disabilities, considering their individual characteristics (e.g., taking their seat, moving around, reading and completing assignments, communicating with the chair and members of the state examination board);

- Use of necessary technical means by students with disabilities during the SFA, considering their individual characteristics;

- Ensuring unimpeded access for students with disabilities to classrooms, restrooms, and other premises, as well as their stay in these premises.

For persons with visual impairments:

- Availability of an alternative version of the university's official website on the Internet for the visually impaired;

- Placement of schedule information in accessible locations and in adapted formats (including Braille) for blind or visually impaired students;

- Presence of an assistant to provide necessary assistance to the student;

- Provision of alternative formats for printed materials (large print or audio files);

- Ensuring access to the university building for blind students using guide dogs.

For persons with hearing impairments:

- Duplication of auditory schedule information with visual information (installation of monitors with subtitle broadcasting capability; monitor size and quantity determined based on room dimensions);

- Provision of appropriate sound equipment for information playback.

For persons with musculoskeletal disorders:

- Access and ability to stay in classrooms, cafeterias, restrooms, and other university premises (availability of ramps, handrails, widened doorways, elevators, special chairs, and other adaptations).

8.2. Adapted Educational Program

An Adapted Educational Program of Higher Education (AEP HE) is an educational program tailored for the training of persons with disabilities, considering their psychophysical development, individual capabilities, and, if necessary, ensuring the correction of developmental disorders and social adaptation. For persons with disabilities, it is aligned with their Individual Rehabilitation and Habilitation Program.

The procedure for developing, approving, and implementing AEP HE is established by a local regulatory act of the university.

The AEP HE is developed upon a student's request, considering their health characteristics and based on the conclusion of a psychological, medical, and pedagogical commission.

The main goals of the AEP HE are:

- Ensuring the right of persons with disabilities to higher education, personal development, individual abilities and opportunities, and sociocultural adaptation in society;
- Detailing the specifics of the educational process for persons with disabilities, considering their psychophysical development, individual capabilities, including the habilitation of persons with disabilities.

The development and implementation of the AEP HE aim to address the following tasks:

- Increasing the accessibility of higher education for persons with disabilities;
- Improving the quality of higher education for persons with disabilities;
- Creating special conditions in the higher education institution necessary for persons with disabilities to receive higher education, adapt, and socialize;
- Enabling the formation of an individual educational trajectory for students with disabilities;
- Fostering a tolerant sociocultural environment in the higher education institution.

The AEP HE includes a set of key characteristics of education (volume, content, planned outcomes), organizational and pedagogical conditions, and forms of assessment, presented as:

- Curriculum;
- Academic calendar;
- Work programs of disciplines (modules);
- Internship programs;
- Other components (included in the educational program by decision of the university);
- Assessment and methodological materials;
- Description of special conditions for higher education under the corresponding AEP HE for students with disabilities.

The structure of the AEP HE consists of the same blocks as the structure of the main professional educational program for the field of study or specialty and is defined by the relevant FSES HE. The requirements for the completeness of the AEP HE are the same as for the main program, with additions in certain sections reflecting the specifics of conditions for higher education for persons with disabilities.

Detailed specification of special conditions is a key aspect of developing the AEP HE and is based on Methodological Recommendations for Organizing the Educational Process for Persons with Disabilities, including the equipment of the educational process and the university's local regulatory act.

8.3. Organization of Education Includes:

- Opportunity to study within standard timeframes or with an extended duration (including additional classes and consultations);
- Provision of necessary specialized educational, methodological, and compensatory technical means tailored to the student's health limitations;
- Inclusion of adaptation disciplines (modules) in the variable part of educational programs to individually address impairments in learning, communication skills, and professional and social adaptation;
- Selection of teaching methods determined by learning objectives, initial knowledge and skill levels, teacher qualifications, methodological and material-technical resources, and information perception characteristics of students with disabilities;

- Provision of printed and electronic educational resources in formats adapted to health limitations;
- Selection of internship locations based on recommendations from medical-social expertise or psychological, medical, and pedagogical commissions regarding suitable conditions and types of work;
- Conducting current progress monitoring, interim, and state final assessments considering health impairments;
- Development, if necessary, of individual curricula and schedules allowing for varied class formats (jointly with other students or in separate groups) or home-based study using e-learning and distance technologies;
- Comprehensive support for the educational process of persons with disabilities, aligned with recommendations from medical-social expertise or psychological, medical, and pedagogical commissions;
- Establishment of a special procedure for mastering disciplines (modules) in physical education and sports based on health preservation principles and adaptive physical culture;
- Creation of a tolerant sociocultural environment and volunteer assistance for students with disabilities.

9. COMPETENCY MATRIX

Discipline index	Program content	Universal competencies						General professional competencies					Professional competencies				
		Organizational and managerial															
		UC-1	UC-2	UC-3	UC-4	UC-5	UC-6	GPC-1	GPC-2	GPC-3	GPC-4	GPC-5	PC-1	PC-2	PC-3	PC-4	
Block 1. Disciplines (modules)		+	+	+	+		+	+	+	+	+	+					
Mandatory part		+	+	+	+		+	+	+	+	+	+					
B1.M.01	Modern strategic analysis and innovation management	+	+					+	+		+						
B1.M.01.01	Modern strategic analysis	+	+					+	+		+						
B1.M.01.01	Innovation management (advanced level)	+	+					+	+		+						
B1.M.02	Methodology and research methods in management	+							+								
B1.M.03	Organization of scientific research	+					+		+			+					
B1.M.04	Theory and methods of making management decisions	+	+				+			+	+						
B1.M.05	Information technology in management	+			+				+								
Block 2. Practice		+	+	+	+	+	+	+	+	+	+	+					
Mandatory part		+	+	+	+	+	+	+	+	+	+	+					
B2.M.01(Ac)	Introductory practice	+	+	+	+	+	+	+	+	+	+	+					
B2.M.02(Ac)	Research work							+	+	+	+	+					
Block 1. Disciplines (modules)		+		+	+	+							+	+	+	+	
Part formed by participants of educational relations		+		+	+	+							+	+	+	+	

Discipline index	Program content	Universal competencies						General professional competencies					Professional competencies				
		Organizational and managerial															
		UC-1	UC-2	UC-3	UC-4	UC-5	UC-6	GPC-1	GPC-2	GPC-3	GPC-4	GPC-5	PC-1	PC-2	PC-3	PC-4	
B1.V.01	Professional foreign language				+	+											
B1.V.02	Business communications			+	+	+											
B1.V.03	Intercultural management	+		+									+	+			
B1.V.04	International commercial operations and foreign trade contracts	+											+		+		
B1.V.05	Human resource management			+	+											+	
B1.V.06	International Business: Evaluating the Effectiveness of Foreign Economic Transactions and Business Projects					+								+			
B1.V.El.01	Elective disciplines B1.V.El.01					+							+				
B1.V.El.01.01	Legislation of foreign states					+							+				
B1.V.El.01.02	International contacts and organizations in international business					+							+				
B1.V.El.02	Elective Disciplines B1.V.El.02	+				+									+	+	
B1.V.El.02.01	International entrepreneurship	+				+									+	+	
B1.V.El.02.02	Innovation and risk management in international business	+				+									+	+	

Discipline index	Program content	Universal competencies						General professional competencies					Professional competencies				
		Organizational and managerial															
		UC-1	UC-2	UC-3	UC-4	UC-5	UC-6	GPC-1	GPC-2	GPC-3	GPC-4	GPC-5	PC-1	PC-2	PC-3	PC-4	
B1.V.El.03	Elective Disciplines B1.V.El.03		+	+												+	+
B1.V.El.03.01	International project management		+	+												+	+
B1.V.El.03.02	Corporate governance		+	+												+	+
B1.V.El.04	Elective disciplines B1.V.El.04	+				+								+	+		
B1.V.El.04.01	International market research	+				+								+	+		
B1.V.El.04.02	International Procurement and Supply Chain Management	+				+								+	+		
Block 2. Practice		+	+	+	+	+	+						+	+	+	+	
Part formed by participants of educational relations		+	+	+	+	+	+						+	+	+	+	
B2.V.01(J)	Technological (project-technological) practice												+	+	+	+	
B2.V.02(PG)	Pre-graduation practice	+	+	+	+	+	+						+	+	+	+	
Block 3. State final certification		+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	
B3.01(D)	Preparation for the defense procedure and defense of the final qualifying work	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	
FTD. Optional disciplines														+	+		
Op.01	Incoterms													+	+		