

## Curriculum of the study programme 38.04.06\_02 «Business Process Organization and Management in Trade»

Index	Product name	Total hours	Total credits	Semester	Assessment
K.M.01	<b>General science part</b>	<b>324</b>	<b>9</b>		
K.M.01.01	Foreign language in professional communication	108	3	1	graded academic assessment
K.M.01.02	Digital resources in scientific research	108	3	1	Academic assessment
K.M.01.03	History and methodology of science	108	3	1	Academic assessment
K.M.02	<b>Basic part</b>	<b>540</b>	<b>15</b>		Exam
K.M.02.01	Strategic management of commercial activities of a trade enterprise	144	4	1	Exam
K.M.02.02	Scientific discourse	72	2	1	Exam
K.M.02.03	Budgeting in the professional sphere	144	4	1	Exam
K.M.02.04	Presentation and reporting of scientific research results	72	2	4	Academic assessment
K.M.02.DV.01	<b>Elective part 1 (DV.1)</b>	<b>108</b>	<b>3</b>		
K.M.02.DV.01.01	Analysis of the effectiveness of commercial activities	108	3	3	Exam
K.M.02.DV.01.02	Resource potential management and geomarketing in trade	108	3	3	Exam
K.M.03	<b>Profession-oriented part</b>	<b>1224</b>	<b>34</b>		
K.M.03.01	Designing business processes in an organization	180	5	1	Exam
K.M.03.02	Business process modeling	180	5	2	Exam
K.M.03.03	Business process reengineering	144	4	3	Exam
K.M.03.04	Purchasing and sales management	180	5	3	Exam
K.M.03.05	Modern data analysis tools in professional activities	180	5	2	Exam
K.M.03.DV.01	<b>Elective part 1 (DV.1)</b>	<b>180</b>	<b>5</b>	<b>3</b>	
K.M.03.DV.01.01	Category management	180	5	3	Exam
K.M.03.DV.01.02	Assortment portfolio formation	180	5	3	Exam
K.M.03.DV.02	<b>Elective part 2 (DV.2)</b>	<b>180</b>	<b>5</b>	<b>2</b>	
K.M.03.DV.02.01	Marketing in trade	180	5	2	Exam
K.M.03.DV.02.02	Designing the process of selling goods and services	180	5	2	Exam
K.M.04	<b>Additional part</b>	<b>180</b>	<b>5</b>	<b>3</b>	
K.M.04.DV.01	<b>Additional courses</b>	<b>180</b>	<b>5</b>	<b>3</b>	
K.M.04.DV.01.01	Educational foresight	180	5	3	Academic assessment

K.M.04.ДВ.01.02	Career adaptability	180	5	3	Academic assessment
K.M.05	<b>Project part</b>	<b>1836</b>	<b>51</b>		
K.M.05.01(P)	Training for obtaining primary professional skills and abilities	216	6	2	Academic assessment
K.M.05.02	<b>Training for obtaining professional skills and experience</b>	<b>504</b>	<b>14</b>	<b>4</b>	Exam
K.M.05.02.01(I)	Technological internship	504	14	4	Academic assessment
K.M.05.03(P)	Scientific and Research Work	540	15	1.2	Academic assessment, academic assessment
K.M.05.04(I)	Scientific and Research Work	252	7	3	Academic assessment
K.M.05.05(PGI)	Pre-graduate internship	324	9	4	graded academic assessment
K.M.06	<b>Final state attestation</b>	<b>216</b>	<b>6</b>	<b>4</b>	
K.M.06.01(D)	Master`s Thesis preparation and defense	216	6	4	
	<b>Elective courses</b>	<b>108</b>	<b>3</b>		
FTD.V.01	Adaptation part	72	2	1	Academic assessment
FTD.V.02	Basic operation in online educational information environment	36	1	1	Academic assessment

Basic part - 24 credits\*

Elective part, compulsory courses - 24 credits\*;

Elective part, elective courses - 15 credits\*;

Traineeship section - 51 credits\*;

Final state attestation - 6 credits\*;

\*1 credit - 36 hours.



### Consolidated data

		Course 1			Course 2			Total
		sem. 1	sem. 2	TOTAL	sem. 3	sem. 4	TOTAL	
Theoretical courses, practical training and internships		15 1/6	15 1/6	30 2/6	14 1/6	1 1/6	15 2/6	45 4/6
E	Exam sessions	4 2/6	2 3/6	6 5/6	3 2/6	3/6	3 5/6	10 4/6
P	Practical training		4	4				4
I	Internship in industry					10 4/6	10 4/6	10 4/6
PGI	Pre-graduation internship					6	6	6
T	Master`s Thesis preparation and defense					4	4	4
H	Holidays		8 2/6	8 2/6		9 4/6	9 4/6	18
*	Public holidays (excl. Sunday)	1 3/6 (9 days)	1 (6 days)	2 3/6 (15 days)	1 3/6 (9 days)	1 (6 days)	2 3/6 (15 days)	5 (30 days)
Duration of training (excluding public holidays and vacations)		Over 39 weeks			Over 39 weeks			
Total		21	31	<b>52</b>	19	33	<b>52</b>	104