

# **Module Handbook**

# of the Bachelor Program

**Entrepreneurship, Trade and Stock Exchange Activity** 

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## 1 Concept of the Specialization

The aim of the Bachelor Program "Entrepreneurship, Trade and Stock Exchange Activity" is to train highly-qualified specialists that possess fundamental knowledge and practical skills in entrepreneurship, trade and stock exchange as well as are able to apply them for effective enterprise management and setting up their own business.

The Program is logically structured in order to give basic knowledge of economic processes, and principles of functioning and development of an enterprise, trade organization and stock exchange activity; to form skills for economic analysis of an enterprise and its potential assessment, management of innovative processes at an enterprise, skills for gathering, processing, systematization and generalization of information on activity of an enterprise and its functioning.

Students learn to develop strategies and do planning for the whole enterprise as well as its departments in particular; set up their own businesses in the field of production and service sector; make business-decisions concerning competitiveness of an enterprise and its effective functioning as well as conducting a scientific research in the field of enterprise economy, organization of trade and stock exchange.

The Program gives basic terminology and concepts in the field of entrepreneurship, trade and stock exchange activity.

Students develop writing and research skills, learn how to work in a team, make decisions and think critically.

## 2 Description of the Specialization

The Bachelor Program "Entrepreneurship, Trade and Stock Exchange Activity" is focused on the formation of the following competencies:

- *Integral competence* (readiness to solve complex and specific problems and tasks in the field of entrepreneurship, trade and stock exchange or in the educational process that implies the use of theories and methods of organization and functioning of business, trade and stock exchange;
- General competence (an ability to think critically, synthesize ideas, identify and solve problems in the professional environment; an ability to communicate decisions, search for information and process it, work in a team, be responsible and contribute to the society and preservation of the environment);
- Professional competence (means knowledge of the theoretical basis of entrepreneurship, trade and stock exchange activity; an ability to apply relevant methods and tools for making decisions concerning the establishment and functioning of business, trade and stock exchange institutions; knowledge of the legal regulation in the field of enterprise economy, organization of trade and stock exchange; understanding of the organization of external economic activity of enterprises and trade institutions).

The Program includes the following **forms of teaching**:

- lectures;
- seminars;
- workshops;
- case-study method;
- business games;
- trainings.

The following **methods of control** are used within the course:

Tests, presentations, reports, exams, defense of a qualification work.

## **Career perspectives:**

Entrepreneurial occupation in foreign or multi-national companies, government and local institutions, enterprises and businesses, trade organizations and financial institutions.

# 3 Bachelor on Entrepreneurship, Trade and Stock Exchange Activity.

## **Compulsory Disciplines**

## Cycle of general training

- 1 The Basics of Academic Writing
- 2 History and Culture of Ukraine
- 3 Philosophy
- 4 Politology and Economic Sociology
- 5 Psychology of Business Communication
- 6 Physical Education
- 7 General Economic Theory
- 8 Microeconomics
- 9 Macroeconomics
- 10 History of Economic Thought
- 11 Higher Mathematics
- 12 Probability Theory and Mathematical Statistics
- 13 Computer Science
- 14 Legal regulation of Economic Activity
- 15 Life safety. Civil defense
- 16 Term paper

## Cycle of professional training

- 1 Business Basics
- 2 The Economics of Enterprise
- 3 Merchandising
- 4 Statistics
- 5 Introduction into specialty
- 6 Marketing
- 7 Management
- 8 Logistics
- 9 Analysis and Forecast of Market Conditions
- 10 A Foreign Language of Professional Communication
- 11 Enterprise Finance
- 12 Labor economics and Social and Labor Relations

# 4 Bachelor on Entrepreneurship, Trade and Stock Exchange Activity. Elective Disciplines

Elective Disciplines of the study program "Bachelor on Entrepreneurship, Trade and Stock Exchange Activity" are presented in the following packages that students can choose:

Package 1: The Economics of Enterprise and Organization of Entrepreneurial Activity

Package 2: Economics and Organization of Trade

Package 3: Economics and Planning of Business

Package 4: Municipal Economics

# 4.1 Package 1: The Economics of Enterprise and Organization of Entrepreneurial Activity

## 4.1.1 Organization of production processes

#### **Module:**

Organization of production processes

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- get knowledge of the components of production and its organization, planning in space and time;
- learn measures that ensure competitiveness and product quality;
- study the ways of improving of an organization's activity and how to increase production infrastructure efficiency of an enterprise.
- an ability to organize and manage people and work equipment.

#### **Contents:**

- Theoretical basics of production activity
- The organization of activity of the main production
- Organization of the activity of the production infrastructure of the enterprise
- Organization of the activity of the production infrastructure of an enterprise
- The organization of the creation and development of new products

## **References:**

Production Organization at Industrial Enterprise / ed. by Yu. Egupov – Odessa Autograph, 2004. – 436 p.

## **Forms of instruction:**

Lectures, seminars, consultations

## **Previous knowledge:**

Enterprise Economy

#### Workload:

90 hours of attendance time and 90 learning hours

## Frequency:

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, tests, final exam (120 min), 6 CP

## **Responsible for the Module:**

Economics and organization of stock exchange activity

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study trade and exchange practices based on risk;
- knowledge of the peculiarities of the coodity, stock and currency exchange;
- acquire skills of business planning, evaluation of market and performance in field of entrepreneurship, trade and exchange practices based on risk;
- know evaluation of market and performance in field of entrepreneurship;
- are able to identifying and describing problems and challenges for theoretical reasoning;
- develop an ability to participate in academic discussions.

#### **Contents:**

- The essence of stock exchange activity. Stock exchange trade as a basis of stock exchange activity
- Basics of futures trading
- Commodity exchange
- Stock exchange
- Currency exchange
- Analysis of exchange activities
- The basics of technical analysis
- Actions of professional participants of the stock exchange

#### **References:**

Exchange Business - 2008 - Carte Blanche. - 402 p.

#### Forms of instruction:

Lectures, seminars, consultations

## Workload:

60 hours attendance time and 90 learning hours

## **Frequency:**

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, test, 5 CP

## **Responsible for the Module:**

**Module:** Entrepreneurial activity in trade and service sector

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study features of construction of the internal economic mechanism of an enterprise;
- get knowledge of peculiarities of activities of tourist hotel enterprises;
- acquire skills of calculating income and costs of a commercial enterprise;
- learn to analyze the factors of formation of organizational forms of internal economic mechanism of enterprises;

#### **Contents:**

- Non-productive sphere as a part of modern economy
- A trade enterprise as the subject of a market economy
- The turnover of retail and wholesale
- Costs of a commercial enterprise
- Income of trade enterprises
- Profit of trade enterprises
- Features of activity of transport and communication enterprises
- Peculiarities of activities of a tourist enterprise
- Features of functioning of hotel enterprises
- Peculiarities of functioning of public catering enterprises

#### **References:**

Black L. A., Suprun S. D. Economics of Commercial Enterprise Textbook. – Vinnitsa, 2002. – 116 p.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

54 hours attendance time and 126 learning hours

## Frequency:

Each summer semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 6 CP

## **Responsible for the Module:**

## 4.1.4 Planning and control in entrepreneurial activity

**Module:** Planning and control in entrepreneurial activity

## **Applicability of the Module:**

Elective

#### The students

- study the peculiarities of the creation of an effective system of planning enterprise activity;
- get knowledge of planning production capacity of an industrial enterprise;
- acquire skills of applying methods of calculation of planned targets;
- are able to draw up the plans of an enterprise; do scheduling and control at an enterprise; do profit planning of an enterprise;
- know financial planning and control procedures conducted at an enterprise.

#### **Contents:**

- Theoretical and methodological bases of planning of activity of an enterprise
- Control as a function of enterprise management
- Sales planning of enterprise products
- Planning of production program parameters
- Planning of production capacity of an industrial enterprise
- Planning of logistics of production
- Planning of labor, personnel and payroll
- Planning of expenses of an enterprise
- Financial planning and control of the enterprise
- Planning of technical and organizational development of an enterprise
- Scheduling and control at an enterprise
- Profit planning of an enterprise

#### References:

Shvaika L. A. Planning Activities of Enterprise. Textbook. – Lviv: "New World-2000", 2004. – 268 p.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 108 learning hours

## **Frequency:**

Each winter semester

## **Assessment/Exams/Credits:**

presentations, exam (120 min), 6 CP

## **Responsible for the Module:**

Cost Management

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- get knowledge and understanding of legal and methodological bases of formation of the composition and structure of costs of enterprises;
- study methods of calculating costs;
- acquire skills for the creation of an effective system of cost management of an enterprise;
- learn how to carry out an economic justification of the ways of reducing the cost; determine the cost of individual products; make decisions on adjustment costs;
- get an ability to assimilate new knowledge, conduct effective communication;
- acquire teamwork, critical and analytical skills

#### **Contents:**

- General characteristics of the enterprise's costs
- The system of cost management at an enterprise
- The formation of costs by responsibility centers
- Accounting, analysis and cost control at an enterprise
- Planning and incentives to reduce the cost of production
- The method of determining the depreciation
- Methodical bases of calculation of the cost of products
- Ensuring the achievement of the targets in the process of formation of expenses

#### **References:**

Weilman E. Cost Reduction / Andrew Weilman; TRANS. from English. – M.: Alpina Business Books, 2009. - 198 p.

## Forms of instruction:

Lectures, seminars, consultations

## **Previous knowledge:**

General economic theory, Microeconomics, Statistics, Enterprise Economy, Organization of Production Process

## Workload:

72 hours attendance time and 78 learning hours

## Frequency:

Each winter semester

## **Assessment/Exams/Credits:**

presentations, exam, 5 CP

## **Responsible for the Module:**

Module: Innovation Management at an enterprise

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study methodology for assessing the implementation effectiveness of an innovation project;
- get knowledge of the features of the process of creating and shaping demand for innovation, financing of innovation processes,
- acquire skills of monitoring of innovation, ways of fostering innovation and modern organizational forms of implementation of innovation;
- are able to determine the level of technical and technological base of an enterprise; to do complex assessment of efficiency of innovative activity of an enterprise.

#### **Contents:**

- Innovation: the formation and current development trends.
- The essential characteristic of innovation processes.
- The features of the process of creating and shaping demand for innovation.
- Innovative policy of a company.
- Complex assessment of efficiency of innovative activity of an enterprise.
- The upgrading of the technological base of an enterprise and products.
- The system of innovative processes management.
- Modern organizational forms of implementation of innovation.
- Financing of innovation processes.
- State regulation of innovation activities.
- Ways of fostering innovation.
- Monitoring of innovation.

## References:

Fatkhutdinov R. A. Innovation management. A textbook, 2nd ed. – M.: ZAO "Business school" Intel-Synthesis", 2000. – 624 p.

## Forms of instruction:

Lectures, seminars, consultations

## Workload:

72 hours attendance time and 78 learning hours

## Frequency:

Each summer semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 5 CP

## **Responsible for the Module:**

#### 4.1.7 Business planning in entrepreneurship

#### **Module:**

Business planning in entrepreneurship

## **Applicability of the Module:**

Compulsory / elective

## **Qualification Targets (Competences):**

The students

- study business planning, trade and exchange practices under risk conditions;
- get knowledge of evaluation of market and performance in the field of entrepreneurship;
- acquire skills of analysing the competitive environment of an enterprise;
- are able to draw up a successful marketing, production and organizational plan;
- know how to provide organizational and technical support in the business planning process

#### **Contents:**

- The essence of business planning and its role in modern conditions.
- The process of organization of business planning.
- The analysis of the competitive environment of an enterprise.
- A marketing plan.
- A production plan.
- An organizational plan.
- A financial plan.
- Risk assessment in business planning.
- Organizational and technical support of a business planning process.

## **References:**

Egupov, Y. A., Kupinec L. E. Business Plan: Methodology Development and Analysis.

- Odessa: "Optimum", 2001.

## Forms of instruction:

Lectures, seminars, consultations

## Workload:

74 hours attendance time and 76 learning hours

## **Frequency:**

Each winter semester

## **Assessment/Exams/Credits:**

presentations, test, 6 CP

## **Responsible for the Module:**

Internal economic mechanism of an enterprise

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study the features of construction of the internal economic mechanism of an enterprise; the system and procedure of planning;
- get knowledge of the factors of formation of organizational forms of internal economic mechanism of enterprises;
- are able to form a production program for enterprise subdivisions; to do cost planning of departments.

**Contents:** 

- Industrial-organizational and economic structuring of an enterprise
- The structure and form of functioning of the internal economic mechanism of enterprises
- Domestic prices and methods of their formation.
- The system and procedure of planning.
- Production program and its resource background.
- Cost planning of departments.
- Monitoring and evaluation activities.
- The mechanism of stimulation.
- Financial responsibility for the results.
- Analysis of the system "costs output profit".
- Regulation and assessment of production stocks
- Adaptation of the operating system to change its load.

#### References:

Gresak M. G., et al. Internal Enterpise Economic Mechanism: Textbook. manual / Gresak, M. G., A. M. Grebeshkova, Kotsyuba A. S.; ed. by M. G. Greshake. – K.: KNEU, 2001. – 288 p.

## Forms of instruction:

Lectures, seminars, consultations

## Workload:

60 hours attendance time and 60 learning hours

## **Frequency:**

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, test, 4 CP

#### **Responsible for the Module:**

**Enterprise Strategy** 

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study types of economic strategies, development and elements of an enterprise strategy;
- get knowledge of corporate and business strategies of a company;
- acquire skills of applying the matrix method of strategy formation;
- are able to use methods of forming and realization of strategy of development of the enterprise;
- learn to create a mission of an enterprise.

#### **Contents:**

- Enterprise strategy: definition, evolution, concept
- Definition of a mission and goals of a company
- Development and elements of an enterprise strategy
- Analysis of strategic potential of an enterprise
- Classification of enterprise strategies
- Corporate and business strategies of a company
- The diversification strategy of an enterprise
- The functional strategy of an enterprise
- Matrix method of strategy formation
- An alternative strategic choice
- Modern state and prospects of development of strategic management in Ukraine

#### References:

Beltiukov E. A., Nekrasova L. A. The choice of strategy of enterprise development. – Odessa, 2002.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 78 learning hours

## Frequency:

Each winter semester

## **Assessment/Exams/Credits:**

presentations, exam (120 min), 5 CP

## **Responsible for the Module:**

Entrepreneurial risk management

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study methods and ways of economic decision-making;
- get knowledge of general characteristic of management system of entrepreneurial risks and classification of risks;
- are able to apply models of decision-making;
- know methods of development of economic decisions.

#### **Contents:**

- Scientific and theoretical approaches to managing business risks.
- General characteristic of management system of entrepreneurial risks.
- Classification of risks.
- Management methods of entrepreneurial risks.
- Management program of entrepreneurial risks.
- Risk assessment and adoption of management decisions.
- The method of building of the tree of decisions.
- Comprehensive risk-management.
- Theory of games.
- Optimal behavior in conditions of specific types of risk.

#### **References:**

Klimenko S. M., Dubrova V. S. Justification of economic decisions and risk assessment: Proc. benefit. – K.: KNEU, 2015. - 252 p.

#### Forms of instruction:

Lectures, seminars, consultations

## Workload:

60 hours attendance time and 60 learning hours

## **Frequency:**

Each summer semester

## **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

## **Responsible for the Module:**

Economic security of an enterprise

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study the contents of the system of economic security;
- get knowledge of protection system of an enterprise; unfair competition and trade secrets of protection;
- acquire skills of managing risks of activities of an enterprise;
- are able to make an analysis and assessment of factors of economic safety of an enterprise; manage risks of innovation projects in the system of management of economic safety of an enterprise;

#### **Contents:**

- Theoretical bases of economic security of enterprise.
- The system of economic security of the region and enterprises.
- Analysis and assessment of factors of economic safety of an enterprise.
- Assessment of economic security of an enterprise.
- Risk management activities of an enterprise.
- Risk management of innovation projects in the system of management of economic safety of an enterprise.
- Unfair competition and trade secrets of protection.
- Protection system of an enterprise.
- The security service of an enterprise.
- State regulation of economic security of an enterprise.

#### References:

Kozachenko A. V. Economic Security of Enterprise: Essence and Mechanism to Ensure : A. V. Kozachenko, V. P. Ponomarev, M. A. Lyashenko. – K. : Libra, 2003. – 280 p.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

74 hours attendance time and 76 learning hours

## **Frequency:**

Each winter semester

## **Assessment/Exams/Credits:**

presentations, exam (120 min), 5 CP

## **Responsible for the Module:**

Formation and assessment of enterprise potential

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study modern tendencies of development of the enterprise potential;
- get knowledge of employment potential and its evaluation;
- acquire skills of using methodical approaches to assessment of entrepreneurship potential;
- are able to apply methods of valuation of industrial enterprises;
- know the theoretical framework for the assessment of entrepreneurial potential;
- learn to do total valuation of entrepreneurial potential.

#### **Contents:**

- The essential characteristic of entrepreneurial capacity.
- The structure and the graphic-analytical model of entrepreneurial potential.
- The formation of entrepreneurial potential.
- The competitiveness of entrepreneurial potential.
- The theoretical framework for the assessment of entrepreneurial potential.
- Methodical approaches to assessment of entrepreneurship potential.
- Valuation of land, buildings and structures.
- Valuation of machinery and equipment.
- Intangible assets and methods of evaluation.
- Employment potential and its evaluation.
- The total valuation of entrepreneurial potential.

#### **References:**

Fedon A. S., I. M. Repina, O. I. Oleksyuk. Enterprise Potential: Formation and Evaluation: Textbook.allowance. – K.: KNEU, 2004. – 316 p.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

60 hours attendance time and 60 learning hours

## **Frequency:**

Each summer semester

## **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

## **Responsible for the Module:**

**International Economics** 

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- know the current trends, developments and patterns of international trade in the
  international economy, the specific features and modern structure of international
  trade, modern forms and the dynamics of international trade, methods of analysis
  of international trade;
- are able to conduct a comprehensive analysis of current trends, developments and patterns of international trade and trade policy, apply methods of analysis of international trade and trade policy in practice;
- analyze statistical reports on the development of financial management of multinational corporations;
- identify the main trends in the international macroeconomic adjustment process;

#### **Contents:**

- International Microeconomics
- International microeconomics: flow of goods and services
- International Macroconomics
- International microeconomics: international flows of factors of production
- International monetary system
- The world financial system

#### **References:**

International Economics - Edited by Y. Kozak. - Vol.1 - Kiev: CUL, 2013. International Economics - Edited by Y. Kozak. - Vol.2 - Kiev: CUL, 2013

#### Forms of instruction:

Lectures, seminars, consultations

## Workload:

48 hours attendance time and 72 learning hours

## Frequency:

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

## **Responsible for the Module:**

Chair of International Economic Relations

Module: Money and Credit

**Applicability of the Module:** Elective

## **Qualification Targets (Competences):**

The students

- learn the functions of money, conditions and processes of the money evolution
- get an ability to understand the sense of global consciousness and principles of the society development
- acquire skills of abstract thinking, analyzing and synthesizing the monetary market processes based on logical arguments and proven facts
- get knowledge of the peculiarities of the socio-economic role of money and credit in the modern conditions of the World financial market development; the essence and peculiarities of the credit and banking systems; the peculiarities of currency market functioning and the currency operation types
- get an ability to analyze the state of money market and explain the use of the monetary and credit regulation tools in current conditions of the economy
- acquire skills to search, process and analyze the information from various sources as well as teamwork, self-study and decision-making skills

#### **Contents:**

- Essence and functions of money
- Theory of money: history of development
- Monetary turnover and monetary market
- Monetary and credit systems
- Inflation and monetary reforms
- The modern inflation management methods
- Credit and loan interest
- Theoretical bases of the credit relations
- Loan interest: essence, functions and margin
- Security market and investment banks
- Currency market and the multinational financial organizations
- Currency market and currency systems
- The multinational financial organizations

## References:

*Hroshi ta kredyt: pidruchnyk* [Money and Credit : textbook] / [M. I. Savluk, A. M. Moroz, I. M. Lazepko ta in.]; – 6 ed. Kyiv : KNEU, 2011.–744 p.

## Forms of instruction:

Lectures, seminars, business games

#### Workload:

48 hours attendance time and 72 learning hours

## **Frequency:**

Each summer semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

## **Responsible for the Module:**

Chair of Banking

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Accounting and Audit

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study methods and techniques of accounting, its organization and information base; the composition of economic resources and business processes that are subject to be reflected in the accounting system; the composition of the balance sheet; application of the double entry method displaying business transactions;
- are able to use the system of knowledge about accounting principles for the development and justification of accounting policies; organize and implement accounting in organizations of all patterns of ownership; use advanced forms and methods of accounting and economic work; draw up financial statements, ensuring compliance with the prescribed form and reliability of information; develop instructional guides and other regulations on accounting, control and analysis of financial and economic activities for the organization; make independent decisions on matters related to accounting and economic activity.

#### **Contents:**

- The subject, object, method of accounting and its elements
- Accounts and double entry as elements of accounting method
- Synthetic and analytical accounting. Chart of accounts
- Accounting documents and registers. Forms of organization accounting
- Accounting and Audit of non-current assets
- Accounting and Audit of inventories
- Accounting and Audit for settlements of wages and state insurance
- Accounting and Audit for cash flow
- Accounting and Audit for production costs of enterprises
- Accounting and Audit of finished products and its realization
- Accounting and Audit for the process of capital formation
- Accounting and Audit for liabilities of the company

#### **References:**

*Teoretychni osnovy bukhhalters'koho obliku: Navchal'nyy posibnyk* [Theoretical Basics of Accounting : coursebook] / Artyukh O.V., Korol' K.V., Moskalyuk A.O., Sharovs'ka T.S./ za red.prof. Maksimovoyi V.F. – Odesa: ONEU, 2012. – 126 p.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

68 hours attendance time and 52 learning hours

## **Frequency:**

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, mid-term, test, 4 CP

## **Responsible for the Module:**

Chair of Accounting and Audit

**Economic Analysis** 

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study theoretical principles of economic analysis; methods of the use of initial data for making an analysis; methodologies of realization of analytical researches:
- get acquainted with modern methodologies of analytical researches recognized worldwide;
- are able to conduct an analytical research of industrial and economic activity of subjects, to estimate the prospects of their development and make reasonable conclusions on research results;
- know types of economic analyses and how they are conducted; methods and methodology of economic analyses, their organization and informative base.

#### **Contents:**

- Economic analysis as a science.
- Types and directions of economic analysis and its informative provision.
- Methods and ways of economic analysis.
- Organization and stages of economic analysis.
- Analysis of production of goods and its realization.
- Analysis of the effective use of capacities.
- Analysis of the effective use of labour resources.
- Analysis of the effective use of material resources.
- Reserves potential for increasing production of goods and their realization.
- Analysis of production costs.
- Analysis of financial results of activity of an enterprise.
- Analysis of the financial state of an enterprise.

#### **References:**

Ekonomichnyy analiz. Navchal'nyy posibnyk [Economic Analysis : coursebook] / V.M. Seredyns'ka, O.M.Zahorodna, R.V.Fedorovych. – Ternopil: Publ. Aston, 2010.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

48 hours attendance time and 72 learning hours

#### Frequency:

Each summer semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

## **Responsible for the Module:**

Chair of Economic Analysis

Economic and mathematical methods and models in entrepreneurship

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study methods of mathematical statistical analysis of economic phenomena and processes at the enterprise;
- get knowledge of implementation of mathematical-statistical analysis of economic phenomena and processes at an enterprise;
- are able to conduct a mathematical-statistical research of economic phenomena and processes occurring in the modern enterprise.

#### **Contents:**

- Analysis and forecasting of economic dynamics.
- Deterministic index models.
- Correlation and regression analysis of the impact of economic characteristics.
- Optimization of the production program.
- Methods of estimation of latent variables in the economy.

#### **References:**

Yankovoy A. G. Mathematical-statistical methods and models in enterprise management : coursebook. – Odessa, 2014. – 250 p.

## Forms of instruction:

Lectures, seminars, consultations

#### Workload:

60 hours attendance time and 60 learning hours

#### Frequency:

Each summer semester

## **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

## **Responsible for the Module:**

Information and software provision of entrepreneurship

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study modern Information Technologies and their use in entrepreneurship;
- are able to use Information Technologies for analysis and prognosing of enterprise activity;
- acquire skills of using Information Technologies for processing information and data, use tools for creating business websites;
- can conduct an analysis of business data.

#### **Contents:**

- Modern Information Technologies. IT for Entrepreneurship.
- Information Technologies of Analysis and Prognosing of Enterprise Activity
- Information Technologies of Database

#### **References:**

Kukhars'ka N. P., Rak T. Ye. *Informatyka ta komp"yuterni tekhnolohiyi : navch.posibnyk* [Computer Science and Computer Technologies : courseook]. – Vol. 1. – L'viv, 2011. – 120 p.

## Forms of instruction:

Lectures, seminars, consultations

#### Workload:

36 hours attendance time and 54 learning hours

## Frequency:

Each summer semester

## **Assessment/Exams/Credits:**

presentations, mid-term, test, 3 CP

## **Responsible for the Module:**

Chair of Economic Cybernetics and Information Technologies

# 4.1.19 Term paper

Term paper  Applicability of the Module: Elective
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l Elective
Qualification Targets (Competences):
The students
- develop writing and research skills;
- apply knowledge and skills acquired;
- get analytical, problem-solving, technical skills;
- learn how to manage their time, work in a team, process data and information;
- know the structure, peculiarities and requirements to a scientific paper.
Forms of instruction:
Consultations
Workload:
30 learning hours
Frequency:
Each winter semester
Assessment/Exams/Credits:
presentation, 1 CP
Responsible for the Module:
Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

## 4.2 Practical Training of the Package 1

4.2.1 Practical Training (Training)

Module: Practical Training (Training)

Applicability of the Module:
Elective

## **Qualification Targets (Competences):**

The students

- study to rely on the adopted methodology of the main technical and economic
- indicators of activity of enterprises;
- get knowledge of solving situational problems;
- are able to obtain the necessary information using software and generate all necessary reports.

#### **Contents:**

Is defined by the Chair responsible for the Practical Training

#### **References:**

Methodical instructions to performance of tasks of practical training in the conditions educational training company "Super Nova" for students III courses (all programs) (Department of planning and economic) Resp. for the release of L. M. Karpenko. – Odessa: OSEU, 2014.-50~p.

## **Forms of instruction:**

Consultations

## Workload:

90 learning hours

## **Frequency:**

Each winter semester

## **Assessment/Exams/Credits:**

presentation, test, 3 CP

## **Responsible for the Module:**

## 4.2.2 Industrial Practice

Module:
Industrial Practice
Applicability of the Module:
Elective
Elective
Qualification Targets (Competences):
The students
- study economic problems of modern information technology;
- are able to process sources of economic, social and managerial information.
Contents:
Is defined by the Chair responsible for the Practical Training
is defined by the Chair responsible for the Fractical Training
References:
The program of practical training for IV year students of day form
of training, specialty "Enterprise economy" / V. A. Litvinov, Yu. A.
Egupov, A. S. Litvinov, – Odessa: OSEU, rotaprint, 2017. – 19 p.
Forms of instruction:
*** 11 1
Workload:
180 learning hours
Ewagnanava
Frequency:
Each winter semester
Assessment/Exams/Credits:
Presentations, test, 6 CP
Danier Chia fan de Madala
Responsible for the Module:
Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

## 4.2.3 Qualification work

Module: Qualification work
Applicability of the Module: Elective
<ul> <li>Qualification Targets (Competences):</li> <li>The students</li> <li>deepen theoretical knowledge in entrepreneurship, trade and stock exchange;</li> <li>acquire self-study skills using different research methods;</li> <li>are able to distinguish a scientific problem and its importance;</li> <li>develop writing and research skills;</li> <li>are able to plan, implement and analyze their own empirical research;</li> <li>get analytical, problem-solving, technical skills;</li> <li>learn how to manage their time, work in a team, process data and information;</li> <li>know the structure, peculiarities and requirements to a scientific paper; use appropriate measurement indicators, methodology using knowledge and skills acquired during the educational process.</li> </ul>
Forms of instruction: Consultations
Workload: 180 learning hours
Frequency: Each summer semester
Assessment/Exams/Credits: presentations, 6 CP
Responsible for the Module: Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

## 4.3 Package 2: Economics and Organization of Trade

4.3.1 Organization of commercial enterprise activity

#### **Module:**

Organization of commercial enterprise activity

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study relationships with business partners, commercial intermediaries;
- get knowledge of mastery of the technique of studying of market conditions and forecasting demand
- are able to effectively implement the process of procurement of goods, maintain records.

#### **Contents:**

- Theoretical bases of the organization of trade
- The nature and objectives and development of the infrastructure of the commodity market
- Organization of trading-technological process in shop
- Organization warehouse service in the trade
- The organization of retail trade
- Wholesale trade organization
- The organization of trading on the exchange
- Organization of container management in the trade
- Organization of transportation of goods in trade
- The organization of labor in trade
- Control measures

#### **References:**

Organization and technology of trade processes: Textbook / F. G. Pankratov, E. A. Arustamov, P. J. Balaban, etc.; Owner. AWT. call. F. G. Pankratov. - Moscow: Economy, 2015. -304 p.

## Forms of instruction:

Lectures, seminars, consultations

#### Workload:

74 hours attendance time and 76 learning hours

## Frequency:

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 5 CP

## **Responsible for the Module:**

Planning and control of commercial enterprise activity

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study an effective system of planning activities of a trading enterprise;
- get knowledge of methods of calculation of planned targets;
- are able to determine the planning needs of the enterprise.

#### **Contents:**

- Trade enterprise as an object of planning.
- System of plans of the commercial enterprise.
- Methodological foundations of tactical planning activities of a trading enterprise.
- Modern tools of formation of tactical action plans commercial enterprise.
- Planning of retail trade commercial enterprise.
- Stock planning.
- Marketing plan commercial enterprise.
- Planning for technical and organizational development of the enterprise.
- The plan for labor and wages.
- Planning costs commercial enterprise.
- The financial plan of the commercial enterprise.
- Scheduling individual activities the commercial enterprise.
- Methodological and organizational basis for monitoring of performance tactical and calendar plans of the commercial enterprise.

#### **References:**

Shvaika L. A. Planning Activities of Enterprise. Textbook. – Lviv: "New World-2000", 2004. – 268 p.

#### Forms of instruction:

Lectures, seminars, consultations

## Workload:

90 hours attendance time and 90 learning hours

#### Frequency:

Each winter semester

## **Assessment/Exams/Credits:**

presentations, exam (120 min), 6 CP

## **Responsible for the Module:**

## 4.3.3 Commodity Exchange

#### **Module:**

Commodity Exchange

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- are able to analyze and process the analytical data for making decisions regarding the conduct of exchange operations;
- get knowledge of operations on commodity exchanges;
- are able to analyze and determine the specifics and peculiarities of activity of commodity exchanges.

#### **Contents:**

- The history of the emergence and development of commodity exchanges
- Basics of futures trading
- The essence of commodity exchange
- Commodity exchange a commodity exchange
- The organizational structure of commodity exchanges
- The exchange transaction. The technique of the trade
- Commodity markets
- The geography of stock trading

#### **References:**

Exchange Business - 2008 - Carte Blanche. - 402 p.

## Forms of instruction:

Lectures, seminars, consultations

#### Workload:

60 hours attendance time and 90 learning hours

## **Frequency:**

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, test, 5 CP

## **Responsible for the Module:**

The Economics of Trade

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study definition of effective commodity strategy of an enterprise;
- are able to generate and implement effective procurement and sales activities of trade enterprises;
- know the ways of improving organization and planning of trading activities.

## **Contents:**

- The company trade as the subject of a market economy
- Retail trade turnover
- Wholesale turnover
- Fixed assets of commercial enterprise
- Current assets of trade enterprises
- Inventories of commercial enterprise
- Employment trade resources and utilization
- Payment and incentives for commercial enterprises
- Intangible assets trade enterprises
- The cost of commercial enterprise
- The income of trading enterprises
- Profit of trade enterprise
- Analysis of efficiency of activity of trade enterprises

#### References:

Black L. A., Suprun S. D. Economics of Commercial Enterprise Textbook. – Vinnitsa, 2002. – 116 p.

## Forms of instruction:

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 108 learning hours

## **Frequency:**

Each winter semester

## **Assessment/Exams/Credits:**

presentations, exam (120 min), 6 CP

## **Responsible for the Module:**

Cost Management

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- get knowledge and understanding of legal and methodological bases of formation of the composition and structure of costs of enterprises;
- study methods of calculating costs;
- acquire skills for the creation of an effective system of cost management of an enterprise;
- learn how to carry out an economic justification of the ways of reducing the cost; determine the cost of individual products; make decisions on adjustment costs;
- get an ability to assimilate new knowledge, conduct effective communication;
- acquire teamwork, critical and analytical skills.

#### **Contents:**

- General characteristics of the enterprise's costs
- The system of cost management at an enterprise
- The formation of costs by responsibility centers
- Accounting, analysis and cost control at an enterprise
- Planning and incentives to reduce the cost of production
- The method of determining the depreciation
- Methodical bases of calculation of the cost of products
- Ensuring the achievement of the targets in the process of formation of expenses

## **References:**

Weilman E. cost Reduction / Andrew Weilman; TRANS. from English. – M.: Alpina Business Books, 2009. - 198 p.

## Forms of instruction:

Lectures, seminars, consultations

## **Previous knowledge:**

General economic theory, Microeconomics, Statistics, Enterprise Economy, Organization of Production Process

## Workload:

72 hours attendance time and 78 learning hours

#### Frequency:

Each winter semester

## **Assessment/Exams/Credits:**

presentations, exam (120 min), 5 CP

## **Responsible for the Module:**

Sales management and merchandising

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study the main stages of the sale of goods and services; sellers and visual types of buyers; the technique of holding business conversations with potential clients.
- are able to use basic psycho-diagnostic methods of professional selection sellers; shaping interior space sale of goods; to calculate the optimum level of the prices of various goods and services;
- know methods of sales promotion in a trading company; the algorithm of formation of effective advertising arguments and appeals;
- learn methods of forming of optimal assortment and price policy of trade organizations.

#### **Contents:**

- The essence of sales management
- The sales strategy of an organization
- Sales promotion at commercial enterprises
- Structure of sales and its effectiveness
- Marketing in trade
- Merchandising as a technology of sales management
- Psychological aspects of selling goods and services
- Organization of functioning of a sales department

#### References:

Black L. A., Suprun S. D. Economics of Commercial Enterprise Textbook. – Vinnitsa, 2002. – 116 p.

#### Forms of instruction:

Lectures, seminars, consultations

#### Previous knowledge:

General economic theory, Microeconomics, Statistics, Enterprise Economy, Organization of Production Process

## Workload:

60 hours attendance time and 90 learning hours

#### **Frequency:**

Each summer semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 5 CP

## **Responsible for the Module:**

Business planning in entrepreneurship

## **Applicability of the Module:**

Compulsory / elective

## **Qualification Targets (Competences):**

The students

- study business planning, trade and exchange practices under risk conditions;
- get knowledge of evaluation of market and performance in the field of entrepreneurship;
- acquire skills of analysing the competitive environment of an enterprise;
- are able to draw up a successful marketing, production and organizational plan;
- know how to provide organizational and technical support in the business planning process

#### **Contents:**

- The essence of business planning and its role in modern conditions.
- The process of organization of business planning.
- The analysis of the competitive environment of an enterprise.
- A marketing plan.
- A production plan.
- An organizational plan.
- A financial plan.
- Risk assessment in business planning.
- Organizational and technical support of a business planning process.

## References:

Egupov, Y. A., Kupinec L. E. Business Plan: Methodology Development and Analysis.

- Odessa: "Optimum", 2001.

## Forms of instruction:

Lectures, seminars, consultations

### Workload:

74 hours attendance time and 76 learning hours

## **Frequency:**

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, test, 6 CP

### **Responsible for the Module:**

Internet Trade

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study systems and forms of Internet-trade, seo promotion, copywriting;
- are able to work in the Internet environment; use systems of Internet payments;
- know the challenges and opportunities of development of Internet trade.

#### **Contents:**

- The concept of online business.
- Online trading as a form of doing business.
- The benefits of Internet-trade compared to traditional.
- Systems and forms of Internet-trade.
- Modern search engines and directories.
- Website as a tool of Internet trade.
- Systems of Internet payments.
- The protection of information in Internet-trade.
- Internet trade in Ukraine.
- Communication policy Internet trade.
- Profit model with the online trading.
- Internet-trade in social networks.
- The strategy of Web marketing.

#### **References:**

Yakovlev Y.P. Trade Economy. – K.: Center of educational literature, 2006.

## **Forms of instruction:**

Lectures, seminars, consultations

### Workload:

60 hours attendance time and 60 learning hours

### Frequency:

Each winter semester

### **Assessment/Exams/Credits:**

presentations, test, 4 CP

### **Responsible for the Module:**

**Enterprise Strategy** 

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study types of economic strategies, development and elements of an enterprise strategy;
- get knowledge of corporate and business strategies of a company;
- acquire skills of applying the matrix method of strategy formation;
- are able to use methods of forming and realization of strategy of development of the enterprise;
- learn to create a mission of an enterprise.

#### **Contents:**

- Enterprise strategy: definition, evolution, concept
- Definition of a mission and goals of a company
- Development and elements of an enterprise strategy
- Analysis of strategic potential of an enterprise
- Classification of enterprise strategies
- Corporate and business strategies of a company
- The diversification strategy of an enterprise
- The functional strategy of an enterprise
- Matrix method of strategy formation
- An alternative strategic choice
- Modern state and prospects of development of strategic management in Ukraine

#### References:

Beltiukov E. A., Nekrasova L. A. The choice of strategy of enterprise development. – Odessa, 2002.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 78 learning hours

## Frequency:

Each winter semester

### **Assessment/Exams/Credits:**

presentations, exam (120 min), 5 CP

### **Responsible for the Module:**

Entrepreneurial risk management

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study the subject and essence of risk management, its place in the activities of enterprises
- get practical skills of risk analysis at the enterprise as a whole and in its various divisions, understanding of risk management opportunities for increasing the efficiency of business
- acquire skills of developing and making managerial decisions in the context of economic risk
- are able to apply innovative approaches in the activity of business, trade and stock structures
- know how to manage non-standard situations, apply risk management methods as well as make decisions in terms of risk and uncertainty
- acquire skills of developing ways to minimize the impact of risk on the economic mechanism of enterprises

#### **Contents:**

- Scientific and theoretical approaches to managing business risks.
- General characteristic of management system of entrepreneurial risks.
- Classification of risks.
- Management methods of entrepreneurial risks.
- Management program of entrepreneurial risks.
- Risk assessment and adoption of management decisions.
- The method of building of the tree of decisions.
- Comprehensive risk-management.
- Theory of games.
- Optimal behavior in conditions of specific types of risk.

### **References:**

- 1. Crouhy, M., Galai, D., Mark, R. (2011) Risk management. McGraw-Hill, 717 p.
- 2. Markowitz, H. (1952) Portfolio Selection. 7(1). Journal of Finfnce, 256 p.
- 3. Roger, G. Clarke, Harinda de Siva, and Brett Wanter (2002) Rick llocation Asset Allocation: Improving the optimal allocation between risk and return. The Journal of Portfolio Management, 254 p.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

60 hours attendance time and 60 learning hours

## Frequency:

Each summer semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

#### **Responsible for the Module:**

Logistics in trade

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study the priorities of the organization of own business in the field of trade logistics;
- be able to calculate economic efficiency of logistics processes in manufacturing, evaluate alternatives, formation of logistic systems based on risk;
- study effective business decisions on internal and foreign markets;
- know the process of management of logistics departments in the field of trade.

#### **Contents:**

- Logistics concept in trading activities. Trade logistics and market.
- System approach in logistics. The trade logistics system.
- Logistics procurement.
- Inventory management in trade. Storage and warehouse handling
- Logistics, wholesales.
- Logistics mediation.
- Transport trade logistics.
- Technology adoption model solutions in trade logistics.
- Logistics efficiency in trade.
- Problems and prospects of logistics development in trade.

#### **References:**

Christopher M. Supply chain management. – Ser. Theory and Practice of Management SPb: Peter, 2004. – 315 p.

## Forms of instruction:

Lectures, seminars, consultations

## Workload:

60 hours attendance time and 90 learning hours

### Frequency:

Each summer semester

### **Assessment/Exams/Credits:**

presentations, test, 5 CP

### **Responsible for the Module:**

Supply Chain Management

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study economic activity and the results of operations of the company and its subsidiaries:
- get knowledge of processing necessary information on the base analysis of competitive environment at industrial enterprises;
- are able to identify and calculate the possibility of optimizing the main parameters of the supply chain.

#### **Contents:**

- The essence of supply chain management.
- The integration of supply chain.
- Activities in supply chain.
- Global system of supply chain management.
- Planning activities in supply chain management.
- Economic efficiency of supply chain management.
- Information systems and technologies in supply chain monitoring system.
- Transport-forwarding service of transportations.
- Quality management system.

#### **References:**

Christopher M. Supply chain management. – Ser. Theory and Practice of Management SPb: Peter, 2004. – 315 p.

## Forms of instruction:

Lectures, seminars, consultations

## Workload:

74 hours attendance time and 76 learning hours

### Frequency:

Each summer semester

## **Assessment/Exams/Credits:**

presentations, exam (120 min), 5 CP

## **Responsible for the Module:**

**International Economics** 

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- know the current trends, developments and patterns of international trade in the
  international economy, the specific features and modern structure of international
  trade, modern forms and the dynamics of international trade, methods of analysis
  of international trade;
- are able to conduct a comprehensive analysis of current trends, developments and patterns of international trade and trade policy, apply methods of analysis of international trade and trade policy in practice;
- analyze statistical reports on the development of financial management of multinational corporations;
- identify the main trends in the international macroeconomic adjustment process;

#### **Contents:**

- International Microeconomics
- International microeconomics: flow of goods and services
- International Macroconomics
- International microeconomics: international flows of factors of production
- International monetary system
- The world financial system

#### **References:**

International Economics - Edited by Y. Kozak. - Vol.1 - Kiev: CUL, 2013. International Economics - Edited by Y. Kozak. - Vol.2 - Kiev: CUL, 2013

#### Forms of instruction:

Lectures, seminars, consultations

## Workload:

48 hours attendance time and 72 learning hours

## **Frequency:**

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

### **Responsible for the Module:**

Chair of International Economic Relations

Module: Money and Credit

**Applicability of the Module:** Elective

## **Qualification Targets (Competences):**

The students

- learn the functions of money, conditions and processes of the money evolution
- get an ability to understand the sense of global consciousness and principles of the society development
- acquire skills of abstract thinking, analyzing and synthesizing the monetary market processes based on logical arguments and proven facts
- get knowledge of the peculiarities of the socio-economic role of money and credit in the modern conditions of the World financial market development; the essence and peculiarities of the credit and banking systems; the peculiarities of currency market functioning and the currency operation types
- get an ability to analyze the state of money market and explain the use of the monetary and credit regulation tools in current conditions of the economy
- acquire skills to search, process and analyze the information from various sources as well as teamwork, self-study and decision-making skills

#### **Contents:**

- Essence and functions of money
- Theory of money: history of development
- Monetary turnover and monetary market
- Monetary and credit systems
- Inflation and monetary reforms
- The modern inflation management methods
- Credit and loan interest
- Theoretical bases of the credit relations
- Loan interest: essence, functions and margin
- Security market and investment banks
- Currency market and the multinational financial organizations
- Currency market and currency systems
- The multinational financial organizations

## References:

*Hroshi ta kredyt: pidruchnyk* [Money and Credit : textbook] / [M. I. Savluk, A. M. Moroz, I. M. Lazepko ta in.]; – 6 ed. Kyiv : KNEU, 2011.–744 p.

#### Forms of instruction:

Lectures, seminars, business games

### Workload:

48 hours attendance time and 72 learning hours

### **Frequency:**

Each summer semester

#### Assessment/Exams/Credits:

presentations, exam (120 min), 4 CP

## **Responsible for the Module:**

Chair of Banking

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Accounting and Audit

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study methods and techniques of accounting, its organization and information base; the composition of economic resources and business processes that are subject to be reflected in the accounting system; the composition of the balance sheet; application of the double entry method displaying business transactions;
- are able to use the system of knowledge about accounting principles for the development and justification of accounting policies; organize and implement accounting in organizations of all patterns of ownership; use advanced forms and methods of accounting and economic work; draw up financial statements, ensuring compliance with the prescribed form and reliability of information; develop instructional guides and other regulations on accounting, control and analysis of financial and economic activities for the organization; make independent decisions on matters related to accounting and economic activity.

#### **Contents:**

- The subject, object, method of accounting and its elements
- Accounts and double entry as elements of accounting method
- Synthetic and analytical accounting. Chart of accounts
- Accounting documents and registers. Forms of organization accounting
- Accounting and Audit of non-current assets
- Accounting and Audit of inventories
- Accounting and Audit for settlements of wages and state insurance
- Accounting and Audit for cash flow
- Accounting and Audit for production costs of enterprises
- Accounting and Audit of finished products and its realization
- Accounting and Audit for the process of capital formation
- Accounting and Audit for liabilities of the company

#### **References:**

*Teoretychni osnovy bukhhalters'koho obliku: Navchal'nyy posibnyk* [Theoretical Basics of Accounting : coursebook] / Artyukh O.V., Korol' K.V., Moskalyuk A.O., Sharovs'ka T.S./ za red.prof. Maksimovoyi V.F. – Odesa: ONEU, 2012. – 126 p.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

68 hours attendance time and 52 learning hours

### Frequency:

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, mid-term, test, 4 CP

## **Responsible for the Module:**

Chair of Accounting and Audit

**Economic Analysis** 

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study theoretical principles of economic analysis; methods of the use of initial data for making an analysis; methodologies of realization of analytical researches:
- get acquainted with modern methodologies of analytical researches recognized worldwide;
- are able to conduct an analytical research of industrial and economic activity of subjects, to estimate the prospects of their development and make reasonable conclusions on research results;
- know types of economic analyses and how they are conducted; methods and methodology of economic analyses, their organization and informative base.

#### **Contents:**

- Economic analysis as a science.
- Types and directions of economic analysis and its informative provision.
- Methods and ways of economic analysis.
- Organization and stages of economic analysis.
- Analysis of production of goods and its realization.
- Analysis of the effective use of capacities.
- Analysis of the effective use of labour resources.
- Analysis of the effective use of material resources.
- Reserves potential for increasing production of goods and their realization.
- Analysis of production costs.
- Analysis of financial results of activity of an enterprise.
- Analysis of the financial state of an enterprise.

#### **References:**

Ekonomichnyy analiz. Navchal'nyy posibnyk [Economic Analysis : coursebook] / V.M. Seredyns'ka, O.M.Zahorodna, R.V.Fedorovych. – Ternopil: Publ. Aston, 2010.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

48 hours attendance time and 72 learning hours

## Frequency:

Each summer semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

## **Responsible for the Module:**

Chair of Economic Analysis

Economic and mathematical methods and models in entrepreneurship

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study methods of mathematical statistical analysis of economic phenomena and processes at the enterprise;
- get knowledge of implementation of mathematical-statistical analysis of economic phenomena and processes at an enterprise;
- are able to conduct a mathematical-statistical research of economic phenomena and processes occurring in the modern enterprise.

#### **Contents:**

- Analysis and forecasting of economic dynamics.
- Deterministic index models.
- Correlation and regression analysis of the impact of economic characteristics.
- Optimization of the production program.
- Methods of estimation of latent variables in the economy.

#### **References:**

Yankovoy A. G. Mathematical-statistical methods and models in enterprise management : coursebook. – Odessa, 2014. – 250 p.

## Forms of instruction:

Lectures, seminars, consultations

#### Workload:

60 hours attendance time and 60 learning hours

#### Frequency:

Each summer semester

## **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

## **Responsible for the Module:**

Information and software provision of trade (training)

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- are able to identify deficiencies and develop measures to improve the efficiency of a trade enterprise;
- know how to use software for planning, motivation and control of a commercial enterprise;
- are able to form effective management strategies of trading using information resources and software.

#### **Contents:**

- "1C:trade enterprise Management for Ukraine" a universal software product.
- Sales management.
- Sales planning.
- Managing customer orders and internal orders.
- Retail trade.
- Pricing.
- Procurement management.
- Managing relationships with customers and suppliers.
- Inventory accounting.
- Production accounting.
- Management of cash flows of the company.
- Managing settlements.
- Control of mutual settlements with accountable persons.
- Personnel management and payroll.

#### **References:**

Black L. A., Suprun S. D. Economics of Commercial Enterprise Textbook. – Vinnitsa, 2002. – 116 p.

### Fors of instruction:

Lectures, seminars, consultations

### Workload:

36 hours attendance time and 54 learning hours

## **Frequency:**

Each summer semester

#### **Assessment/Exams/Credits:**

presentations, test, 3 CP

## **Responsible for the Module:**

# 4.3.19 Term paper

Module:
Term paper
Applicability of the Module:
Elective
Qualification Targets (Competences):
The students
- develop writing and research skills;
- apply knowledge and skills acquired;
- get analytical, problem-solving, technical skills;
- learn how to manage their time, work in a team, process data and information;
- know the structure, peculiarities and requirements to a scientific paper.
Forms of instruction:
Consultations
Workload:
30 learning hours
Frequency:
Each winter semester
Assessment/Exams/Credits:
presentation, 1 CP
Responsible for the Module:
Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

## 4.4 Practical Training of the Package 2

## 4.4.1 Practical Training (Training)

Module: Practical Training (Training)

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study to rely on the adopted methodology of the main technical and economic
- indicators of activity of enterprises;
- get knowledge of solving situational problems;
- are able to obtain the necessary information using software and generate all necessary reports.

#### **Contents:**

Is defined by the Chair responsible for the Practical Training

## References:

Methodical instructions to performance of tasks of practical training in the conditions educational training company "Super Nova" for students III courses (all programs) (Department of planning and economic) Resp. for the release of L. M. Karpenko. – Odessa: OSEU, 2014. – 50 p.

## Forms of instruction:

Consultations

### Workload:

90 learning hours

### Frequency:

Each winter semester

## **Assessment/Exams/Credits:**

presentation, test, 3 CP

## **Responsible for the Module:**

# 4.4.2 Industrial Practice

Module: Industrial Practice
Applicability of the Module: Elective
Qualification Targets (Competences): The students
<ul> <li>study economic problems of modern information technology;</li> <li>get knowledge of analyzing and justifying the results of economic calculations;</li> <li>are able to process sources of economic, social and managerial information.</li> </ul>
Contents: Is defined by the Chair responsible for the Practical Training
References: The program of practical training for IV year students of day form of training, specialty "Enterprise economy" / V. A. Litvinov, Yu. A. Egupov, A. S. Litvinov, – Odessa: OSEU, rotaprint, 2017. – 19 p.
Forms of instruction:
Workload:
180 learning hours
Frequency: Each winter semester
Assessment/Exams/Credits: Presentations, test, 6 CP
Responsible for the Module: Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

# 4.4.3 Qualification work

Module: Qualification work
Applicability of the Module: Elective
<ul> <li>Qualification Targets (Competences):</li> <li>The students</li> <li>deepen theoretical knowledge in entrepreneurship, trade and stock exchange;</li> <li>acquire self-study skills using different research methods;</li> <li>are able to distinguish a scientific problem and its importance;</li> <li>develop writing and research skills;</li> <li>are able to plan, implement and analyze their own empirical research;</li> <li>get analytical, problem-solving, technical skills;</li> <li>learn how to manage their time, work in a team, process data and information;</li> <li>know the structure, peculiarities and requirements to a scientific paper; use appropriate measurement indicators, methodology using knowledge and skills acquired during the educational process.</li> </ul>
Forms of instruction: Consultations
Workload:
180 learning hours
Frequency: Each summer semester
Assessment/Exams/Credits: presentations, 6 CP
Responsible for the Module: Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

## 4.5 Package 3: Economics and Planning of Business

4.5.1 Government regulation of the economy

#### **Module:**

Government regulation of the economy

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study the essence, means, sphere and mechanism of state regulation of the economy in terms of theoretical and practical aspects;
- get knowledge of the means, sphere and objects of state regulation of the economy and its main mechanism;
- acquire skills of independent analysis of the construction of logical schemes and a systematic approach to the foundations of state economic management;
- study the essence and specificity of the delineation of the functions of state regulation of the economy by the levels of management;
- know the methodological principles of state regulation of the economy goals, principles, functions as well as world experience of its realization in market conditions;
- learn legislative acts and conceptual approaches to the creation of a state system of economic forecasting and planning;

#### **Contents:**

- The necessity and essence of the government regulation of the economy.
- Methodology of government regulations of the economy.
- Methods of straight state regulation of the economy.
- Mediated methods of the state regulation of the economy.
- Forecasting, programming, planning of social and economic development in the system of the state regulation of the economy.
- Government regulation of economic growth rates.
- Government regulation of industrial production.
- The state regulation of working relationships.
- The state regulation of investment activities.
- Government regulation of transportation.

#### **References:**

Geiko, L.M. & Smentina, N.V. (2015). Derzhavne rehuliuvannia ekonomiky [State regulation of the economy]. Odessa.

### **Forms of instruction:**

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 108 learning hours

### Frequency:

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 6 CP

## **Responsible for the Module:**

**Business Ethics** 

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study the peculiarities of entrepreneurial culture;
- get theoretical knowledge on business ethics development in modern economic conditions:
- acquire skills of implementing etiquette standards in business relationships, communication and international activities;
- are able to develop and implement ethical codes of companies;
- know how to solve ethical problems;
- learn how to use the rules of the public speaking culture.

#### **Contents:**

- Ethics as the base of modern business.
- Business Ethics of organizations.
- Modern service etiquette.
- Ethical norms of business communication.
- Culture of public speaking.
- Ethics and etiquette of a business dispute.
- Ethics and etiquette in business international relations.

#### References:

- 1. Radchenko, S.H. (2014). *Etyka biznesu [Business ethics]*. (2d ed.). Kyiv: NTEU [in Ukrainian].
- 2. Lesko, O. Y., Pryshchak, M. D., Zaliubivska, O. B. & Ruzakova H. H. (2011). *Etyka dilovykh vidnosyn [Ethics of business relations]*. Vinnytsia: VNTU [in Ukrainian].

### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

56 hours attendance time and 64 learning hours

## **Frequency:**

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, test, 4 CP

## **Responsible for the Module:**

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Business planning

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study the organization of foreign economic activity of business, trade and exchange structures;
- get knowledge of the theoretical basis of economic activity;
- acquire skills of determining and evaluating the characteristics of goods and services in the business, trade, exchange activities;
- are able to choose and use appropriate methods, tools for substantiating decisions on the creation, functioning of business, trade and stock structures;
- know how to identify and perform professional tasks for the organization of business, trade and stock structures;
- learn to work autonomously and in a team, get skills of interpersonal interaction.

#### **Contents:**

- Concepts, essence and tasks of business planning.
- Milestones of business planning.
- The structure of business plan.
- The order of basis of product policy.
- The order of basis of production section of business plan.
- The order of formation of marketing section of business plan.
- The basis of financial section of business plan.

#### **References:**

- 1. Horbachenko, C.A. & Smyrnov, D.S. (2013). Kurs lektsii z dystsypliny «Biznes-planuvannia», dlia studentiv 4 kursudennoi formy navchanniaza spetsialnistiu "Ekonomika pidpryiemstva" [Course of lectures on discipline "Business-planning", for students of 4 years of study in the specialty "Economics of Enterprise"]. Odesa: ONEU, rotaprint [in Ukrainian].
- 2. Horbachenko, C.A. & Smyrnov, D.S. (2013). *Praktykum z dystsypliny «Biznes-planuvannia» dlia studentiv 4 kursu vsikh form navchannia usikh spetsialnostei [Workshop on discipline "Business Planning" for students of the 4th year of all forms of studying in all specialties]*. Odesa: ONEU [in Ukrainian].

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 108 learning hours

### Frequency:

Each winter semester

### **Assessment/Exams/Credits:**

presentations, exam (120 min), 6 CP

### **Responsible for the Module:**

Business and real estate assessment

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study the peculiarities of business valuation, property management and appraisal;
- acquire skills of differentiating various methodological approaches in the assessment of various objects of real estate and business in practice;
- are able to create the preconditions for the creative use of the legal basis of expert evaluation.

#### **Contents:**

- The essence and purpose of evaluation and its legal regulation
- Business and real estate as objects of expert evaluation
- Cost as the main category of expert evaluation
- General characteristics of the expert evaluation process
- Assessment of business and real estate based on a comparative approach
- Cost-effective approach to evaluation
- Estimation of business and real estate on the basis of income approach
- Market of land plots and their estimation
- The assessment of urban real estate, its organizational and methodological features
- Estimation of fixed assets and intangible assets
- Features of evaluation during privatization

#### References:

- 1. Lebed, N., Mendrul, A., Lartsev, V. (2003). *Ocenka imushchestva I imushchestvennyh prav v Ukraine [Valuation of property and property rights in Ukraine]*. Kyiv[inRussian].
- 2. Kucherenko, V.R., Kvach, Ia. P., Smentyna, N.V.&Ulybyna V. O. (2003). *Otsinkabiznesu ta nerukhomosti [Assessment of business and real estate]*. Kyiv [in Ukrainian].

### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

60 hours attendance time and 90 learning hours

## Frequency:

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, test, 5 CP

### **Responsible for the Module:**

Economics and organization of entrepreneurial activity

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study theoretical foundations of entrepreneurial activity, the forms of interaction of subjects of market relations;
- get knowledge of the organization of foreign economic activity of entrepreneurial structures;
- acquire skills of analyzing and synthesizing based on logical arguments and verified facts;
- are able to take effective management decisions on the organization of entrepreneurial activity and trade operations
- know accounting and taxation principles in entrepreneurial and trade activities;
- can justify the choice of firm's pricing policy and the form of payment for products and services; the priority areas of organization of their own business;
- learn to identify, analyze and structure entrepreneurial problems and develop solutions, choose and use appropriate methods, tools for substantiating decisions on the creation, functioning of business structures as well as identify and perform professional tasks for the organization of business structures.

#### **Contents:**

- Objectives of entrepreneurship.
- Bankruptcy factors and methods of their prevention.
- Building business relationships.
- Financial management of a firm.
- Financial planning of a firm.
- Pricing policy formation.

#### **References:**

- 1. Kucherenko, V. R. (Eds.). (2010). Osnovy biznesu. Praktychnyi kurs. Zbirnyk vprav, zadach, testiv ta sytuatsiinykh zavdan [Basics of business. Practical course. Digest of exercises, tasks, tests and situational tasks]. Kyiv: «Center for Educational Literature» [in Ukrainian].
- 2. Baldzhy, M.D., Dobrova N.V., Odnolko, V.O. & Osipova, M.M. (2017). *Torhivelne pidpryiemnytstvo [Trade business]*. Kyiv: Kondor [in Ukrainian].

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

60 hours attendance time and 90 learning hours

### Frequency:

Each summer semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 5 CP

## **Responsible for the Module:**

Stock exchange activity

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study the peculiarities of stock exchange activity and its trends;
- acquire skills of giving evaluation of financial models of innovation projects in order to create conditions for the effective functioning and development of business, trade and stock structures;
- are able to produce new ideas on the development of business, trading and stock structures based on the methods of organization of stock trading to implement them:
- know how to simulate the processes of business development, trading and stock structures on algorithms of fundamental and technical analysis of markets.

#### **Contents:**

- History of the development of stock trading and its trends.
- Exchange and over-the-counter market.
- Exchange as one of the forms of an organized market. Types of exchanges.
- Commercial exchanges and their activities on the market.
- Regulation of exchange activities.
- Types of stock transactions and transactions.
- Hedging of stock transactions.
- Structure of the securities market.
- History of development of the Ukrainian stock market.
- Methods of studying the stock market conditions.
- Technical analysis of stock transactions.
- View and analyze transactions in the stock market.
- Foreign currency market and currency transactions.

### References:

- 1. Sokhatska, O.M. (2008). *Birzhova sprava [Exchange business]*. (2d ed.). Kyiv: Kondor [in Ukrainian].
- 2. Dudiak, R.P. (2003). Orhanizatsiia birzhovoi diialnosti: osnovy teorii i praktykum [Organization of stock market activity: the basics of theory and practice]. Kyiv: Magnolia Plus [in Ukrainian].

#### Forms of instruction:

Lectures, seminars, consultations

### Workload:

48 hours attendance time and 72 learning hours

### Frequency:

Each summer semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

### **Responsible for the Module:**

Basics of standardization and certification

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study the main methodological issues of using standards, technical specifications, technical regulations in business according to the modern national standardization system in Ukraine;
- get knowledge of the implementation of the European system of technical regulation in accordance with the tasks of the assimilation of Ukraine by the EU;
- study the basic principles, structure and rules of the certification system in Ukraine and the introduction of declarations of conformity as well as the basic requirements for standardization and certification of products, works and services in the export-import relations;
- know features of the use of standards and certifications in various spheres of entrepreneurial activity;
- learn forms of state market supervision and control over adherence to the rules of certification and standardization.

#### **Contents:**

- Theoretical basis of standardization. National system of technical regulation
- Types of standards and their application in entrepreneurial activity
- Quality management and environmental protection according to state standards
- Marking and dashed business coding
- UkrSEPRO certification system and national conformity assessment system
- Fundamentals of international standardization
- European approaches to quality, standardization and conformity assessment
- Features of standardization and certification of agricultural and food products on the domestic market in foreign markets
- State market supervision and control over implementation and compliance with standards

#### **References:**

- 1. Zakon Ukrainy «Pro standartyzatsiiu» [The Law of Ukraine "On Standardization"]. (10.02.2016). Retrieved from http://zakon3.rada.gov.ua/laws/show/1315-18
- 2. Salukhina, N.H. & Yazvinska O.M. (2013). Standartyzatsiia ta sertyfikatsiia tovariv i posluh [Standardization and certification of goods and services]. Kyiv: TsUL

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

56 hours attendance time and 64 learning hours

### **Frequency:**

Each winter semester

## **Assessment/Exams/Credits:**

presentations, test, 4 CP

## **Responsible for the Module:**

Organization and economics of trade

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study the main theoretical, organizational and methodological issues of development and use in the organization of trade;
- get knowledge of the methodology and organization of the development and use of standards, including international ones;
- know the role of trade organization in entrepreneurial activity;
- learn forms of state and market supervision and control over adherence to trade rules in the current conditions of reform; the responsibility of business entities for violation of trade legislation.

#### **Contents:**

- The subject, the content of the course task. Value, essence and functions of trade. Organizational structure of trade and indicators of its development;
- Organizational basis for the functioning of retail trade;
- The essence of t is the wholesale trade. Organizational basis of activity of wholesale trade enterprises;
- Warehouses:
- Organization of supply of goods for the retail trade network;
- Organization of goods transportation and forwarding operations;
- Tare and organization of container economy;
- Organizational structure, placement and development of retail trade network;
- Pre-sales forms for sales of goods.
- Organization of trade in markets.
- Organization of customer service.
- Organization of information and advertising in trade.
- Organization of work in stores and warehouses.

## References:

Baldzhy, M.D., Dobrova N.V., Odnolko, V.O. & Osipova, M.M. (2017). *Torhivelne pidpryiemnytstvo [Trade business]*. Kyiv: Kondor.

### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 78 learning hours

## **Frequency:**

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 5 CP

### **Responsible for the Module:**

Infrastructure project management

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study methodology of project analysis and expertise of infrastructure projects; the foundations of entrepreneurial, commercial and stock activities;
- acquire skills of developing plans and procedures for managing of infrastructure projects;
- are able to choose and use appropriate methods, tools for substantiating decisions on the creation, functioning of business, trade and stock structures;
- know basic methods, principles, forms of management of infrastructure projects as complex dynamic industrial-commercial systems of innovative type;
- learn to calculate the technical and economic justification of infrastructure projects, to make up analysis and expertise of the stages of their implementation.

#### **Contents:**

- The issue of modernization of the regional economy and its infrastructure
- Fundamentals of infrastructure projects management
- The mechanism of public-private partnership (PPP) as the basis for the implementation of infrastructure projects.
- Search and selection of infrastructure projects implementing on the basis of public-private partnership.
- Competitive procedures for selection of contractors of infrastructure projects.
- Financing of infrastructure projects based on PPP.
- Risk management of infrastructure projects.
- Evaluation of the effectiveness of infrastructure projects implementing on the basis of PPP.
- Monitoring and controlling of infrastructure projects.

### References:

- 1. Varnavskyi, V. H., Klymenko, A. V., Korolev, V. A. (2010). *Gosudarstvennochastnoe partnerstvo: teoriya i praktika [Public Private Partnership: Theory and Practice]*. Moscow: GU-VSHEH [in Russian].
- 2. Vynnytskyi, B., Lendel, M., Onyshchuk, B., Sehvari, P. (2008). *Dosvid ta perstpektyvy vprovadzhennia derzhavno-pryvatnykh partnerstv v Ukraini ta za kordonom [Experience and implantation of the implementation of public-private partnerships in Ukraine and abroad]*. Kyiv: K.i.s. [in Ukrainian].

### **Forms of instruction:**

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 108 learning hours

### Frequency:

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 6 CP

### **Responsible for the Module:**

Business decision-making and risk assessment

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study methodical basis of economic decision-making;
- get knowledge of methods, tools for substantiating the decisions concerning creation, functioning of business, trade and exchange structures;
- acquire skills of abstract thinking, analyzing and synthesizing; using the informative and communicative technologies;
- are able to apply the acquired knowledge in practical situations, to identify, to set and to solve tasks in the field of professional activity;
- know to search, process and analyze information from various sources;
- learn to apply innovative approaches in the activity of business, trade and stock structures.

#### **Contents:**

- Essential characteristic of business decisions
- Technology of making business decisions
- Methodical basis of economic decisions' preparation
- Substantiation of business decisions and evaluation of their efficiency
- Prediction and analysis of business decisions
- Uncertainty and analysis of economic decisions
- Criteria for making the decisions under uncertainty

#### **References:**

Wisniewski, M. (2006): Quantitative methods for decision makers. 4th edition, Financial Times/Prentice Hall: Harlow et al.

### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 108 learning hours

#### Frequency:

Each summer semester

## **Assessment/Exams/Credits:**

presentations, exam (120 min), 6 CP

## **Responsible for the Module:**

Project analysis

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study methodology of marketing and market research; methodology of preparation and implementation of investment projects;
- get knowledge of methods of project management, resource mobilization for the implementation of investment projects;
- acquire skills of evaluating the effectiveness of projects; skills of effective communication;
- are able to make up a plan, an investment agreement, conduct research and draw up a business plan of a project;
- know methods of risk assessment of projects;
- learn how to calculate the initial capital and current costs of project implementation; make up a SWOT-analysis; to draw up a calendar and network plan for the implementation of a project.

#### **Contents:**

- The essence and subject of investment design.
- Main aspects of project analysis.
- Investment planning.
- Methodology of project analysis.
- Criteria for evaluating project performances.
- Discounted project comparison criteria.
- Comparison of alternative projects.
- Financial analysis of projects.
- Methods for assessing project risks.
- Automation of investment design.

#### **References:**

- 1. Karpov, V.A. (2014). *Planuvannia ta analiz pidpryiemnytskykh proektiv [Planning and analysis of business projects]*. Odesa: ONEU [in Ukrainian].
- 2. Horbachenko, S.A., Karpov, V.A. (2013). *Analiz pidpryiemnytskykh proektiv [Analysis of business projects]*. Odesa: ONEU [in Ukrainian].
- 4. Brihkhem, E.F. (1997). Osnovy finansovoho menedzhmentu [Fundamentals of Financial Management]. Kyiv: Molod [in Ukrainian].

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 108 learning hours

### Frequency:

Each summer semester

### **Assessment/Exams/Credits:**

presentations, exam (120 min), 6 CP

### **Responsible for the Module:**

**Enterprise Strategy** 

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study types of economic strategies, development and elements of an enterprise strategy;
- get knowledge of corporate and business strategies of a company;
- acquire skills of applying the matrix method of strategy formation;
- are able to use methods of forming and realization of strategy of development of the enterprise;
- learn to create a mission of an enterprise.

#### **Contents:**

- Enterprise strategy: definition, evolution, concept
- Definition of a mission and goals of a company
- Development and elements of an enterprise strategy
- Analysis of strategic potential of an enterprise
- Classification of enterprise strategies
- Corporate and business strategies of a company
- The diversification strategy of an enterprise
- The functional strategy of an enterprise
- Matrix method of strategy formation
- An alternative strategic choice
- Modern state and prospects of development of strategic management in Ukraine

#### References:

Beltiukov E. A., Nekrasova L. A. The choice of strategy of enterprise development. – Odessa, 2002.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 78 learning hours

## **Frequency:**

Each winter semester

### **Assessment/Exams/Credits:**

presentations, exam (120 min), 5 CP

### **Responsible for the Module:**

**International Economics** 

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- know the current trends, developments and patterns of international trade in the
  international economy, the specific features and modern structure of international
  trade, modern forms and the dynamics of international trade, methods of analysis
  of international trade;
- are able to conduct a comprehensive analysis of current trends, developments and patterns of international trade and trade policy, apply methods of analysis of international trade and trade policy in practice;
- analyze statistical reports on the development of financial management of multinational corporations;
- identify the main trends in the international macroeconomic adjustment process;

#### **Contents:**

- International Microeconomics
- International microeconomics: flow of goods and services
- International Macroconomics
- International microeconomics: international flows of factors of production
- International monetary system
- The world financial system

#### **References:**

International Economics - Edited by Y. Kozak. - Vol.1 - Kiev: CUL, 2013. International Economics - Edited by Y. Kozak. - Vol.2 - Kiev: CUL, 2013

#### **Forms of instruction:**

Lectures, seminars, consultations

## Workload:

48 hours attendance time and 72 learning hours

## **Frequency:**

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

### **Responsible for the Module:**

Chair of International Economic Relations

Module: Money and Credit

**Applicability of the Module:** Elective

## **Qualification Targets (Competences):**

The students

- learn the functions of money, conditions and processes of the money evolution
- get an ability to understand the sense of global consciousness and principles of the society development
- acquire skills of abstract thinking, analyzing and synthesizing the monetary market processes based on logical arguments and proven facts
- get knowledge of the peculiarities of the socio-economic role of money and credit in the modern conditions of the World financial market development; the essence and peculiarities of the credit and banking systems; the peculiarities of currency market functioning and the currency operation types
- get an ability to analyze the state of money market and explain the use of the monetary and credit regulation tools in current conditions of the economy
- acquire skills to search, process and analyze the information from various sources as well as teamwork, self-study and decision-making skills

#### **Contents:**

- Essence and functions of money
- Theory of money: history of development
- Monetary turnover and monetary market
- Monetary and credit systems
- Inflation and monetary reforms
- The modern inflation management methods
- Credit and loan interest
- Theoretical bases of the credit relations
- Loan interest: essence, functions and margin
- Security market and investment banks
- Currency market and the multinational financial organizations
- Currency market and currency systems
- The multinational financial organizations

## References:

*Hroshi ta kredyt: pidruchnyk* [Money and Credit : textbook] / [M. I. Savluk, A. M. Moroz, I. M. Lazepko ta in.]; – 6 ed. Kyiv : KNEU, 2011.–744 p.

#### Forms of instruction:

Lectures, seminars, business games

#### Workload:

48 hours attendance time and 72 learning hours

### **Frequency:**

Each summer semester

#### **Assessment/Exams/Credits:**

presentations, mid-term test, test, 4 CP

## **Responsible for the Module:**

Chair of Banking

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Accounting and Audit

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study methods and techniques of accounting, its organization and information base; the composition of economic resources and business processes that are subject to be reflected in the accounting system; the composition of the balance sheet; application of the double entry method displaying business transactions;
- are able to use the system of knowledge about accounting principles for the development and justification of accounting policies; organize and implement accounting in organizations of all patterns of ownership; use advanced forms and methods of accounting and economic work; draw up financial statements, ensuring compliance with the prescribed form and reliability of information; develop instructional guides and other regulations on accounting, control and analysis of financial and economic activities for the organization; make independent decisions on matters related to accounting and economic activity.

#### **Contents:**

- The subject, object, method of accounting and its elements
- Accounts and double entry as elements of accounting method
- Synthetic and analytical accounting. Chart of accounts
- Accounting documents and registers. Forms of organization accounting
- Accounting and Audit of non-current assets
- Accounting and Audit of inventories
- Accounting and Audit for settlements of wages and state insurance
- Accounting and Audit for cash flow
- Accounting and Audit for production costs of enterprises
- Accounting and Audit of finished products and its realization
- Accounting and Audit for the process of capital formation
- Accounting and Audit for liabilities of the company

#### **References:**

*Teoretychni osnovy bukhhalters'koho obliku: Navchal'nyy posibnyk* [Theoretical Basics of Accounting : coursebook] / Artyukh O.V., Korol' K.V., Moskalyuk A.O., Sharovs'ka T.S./ za red.prof. Maksimovoyi V.F. – Odesa: ONEU, 2012. – 126 p.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

68 hours attendance time and 52 learning hours

### Frequency:

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, mid-term, test, 4 CP

## **Responsible for the Module:**

Chair of Accounting and Audit

**Economic Analysis** 

## **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study theoretical principles of economic analysis; methods of the use of initial data for making an analysis; methodologies of realization of analytical researches:
- get acquainted with modern methodologies of analytical researches recognized worldwide;
- are able to conduct an analytical research of industrial and economic activity of subjects, to estimate the prospects of their development and make reasonable conclusions on research results;
- know types of economic analyses and how they are conducted; methods and methodology of economic analyses, their organization and informative base.

#### **Contents:**

- Economic analysis as a science.
- Types and directions of economic analysis and its informative provision.
- Methods and ways of economic analysis.
- Organization and stages of economic analysis.
- Analysis of production of goods and its realization.
- Analysis of the effective use of capacities.
- Analysis of the effective use of labour resources.
- Analysis of the effective use of material resources.
- Reserves potential for increasing production of goods and their realization.
- Analysis of production costs.
- Analysis of financial results of activity of an enterprise.
- Analysis of the financial state of an enterprise.

#### **References:**

Ekonomichnyy analiz. Navchal'nyy posibnyk [Economic Analysis : coursebook] / V.M. Seredyns'ka, O.M.Zahorodna, R.V.Fedorovych. – Ternopil: Publ. Aston, 2010.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

48 hours attendance time and 72 learning hours

#### Frequency:

Each summer semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

## **Responsible for the Module:**

Chair of Economic Analysis

Economic and mathematical methods and models

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study methods of mathematical statistical analysis of economic phenomena and processes;
- get knowledge of implementation of mathematical-statistical analysis of economic phenomena and processes;
- are able to conduct a mathematical-statistical research of economic phenomena and processes occurring in enterprises.

#### **Contents:**

- Analysis and forecasting of economic dynamics.
- Deterministic index models.
- Correlation and regression analysis of the impact of economic characteristics.
- Optimization of the production program.
- Methods of estimation of latent variables in the economy.

#### **References:**

Yankovoy A. G. Mathematical-statistical methods and models in enterprise management : coursebook. – Odessa, 2014. – 250 p.

## Forms of instruction:

Lectures, seminars, consultations

#### Workload:

36 hours attendance time and 54 learning hours

#### Frequency:

Each summer semester

## **Assessment/Exams/Credits:**

presentations, exam (120 min), 3 CP

### **Responsible for the Module:**

Information systems and technologies in Economics

## **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study modern Information Technologies;
- are able to use Information Technologies for analysis and prognosing of enterprise activity;
- acquire skills of using Information Technologies for processing information and data, use tools for creating business websites;
- can conduct an analysis of business data.

#### **Contents:**

- Modern Information Technologies. IT for Businesses.
- Information Technologies of Analysis and Prognosing of Enterprise Activity
- Information Technologies of Database

#### **References:**

Kukhars'ka N. P., Rak T. Ye. *Informatyka ta komp"yuterni tekhnolohiyi : navch.posibnyk* [Computer Science and Computer Technologies : courseook]. – Vol. 1. – L'viv, 2011. – 120 p.

### Forms of instruction:

Lectures, seminars, consultations

## Workload:

36 hours attendance time and 54 learning hours

## Frequency:

Each summer semester

## **Assessment/Exams/Credits:**

presentations, mid-term, test, 3 CP

## **Responsible for the Module:**

Chair of Economic Cybernetics and Information Technologies

# 4.5.19 Term paper

Module:
Term paper
Applicability of the Module:
Elective
Qualification Targets (Competences):
The students
- develop writing and research skills;
- apply knowledge and skills acquired;
- get analytical, problem-solving, technical skills;
- learn how to manage their time, work in a team, process data and information;
- know the structure, peculiarities and requirements to a scientific paper.
1 1
Forms of instruction:
Consultations
*** * * *
Workload:
30 learning hours
30 learning nours
Frequency:
Each winter semester
Assessment/Exams/Credits:
presentation, 1 CP
Responsible for the Module:
Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

## 4.6 Practical Training of the Package 3

4.6.1 Practical Training (Training)

**Module:** Practical Training (Training) **Applicability of the Module:** Elective **Qualification Targets (Competences):** The students study to rely on the adopted methodology of the main technical and economic - indicators of activity of enterprises; get knowledge of solving situational problems; - are able to obtain the necessary information using software and generate all necessary reports. **Contents:** Is defined by the Chair responsible for the Practical Training References: Methodical instructions to performance of tasks of practical training in the conditions educational training company "Super Nova" for students III courses (all programs) (Department of planning and economic) Resp. for the release of L. M. Karpenko. – Odessa: OSEU, 2014. – 50 p. Forms of instruction: Consultations Workload: 90 learning hours Frequency: Each winter semester **Assessment/Exams/Credits:** presentation, test, 3 CP

Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

**Responsible for the Module:** 

# 4.4.2 Industrial Practice

Module:
Industrial Practice
Applicability of the Module:
Elective
Qualification Targets (Competences): The students
- study economic problems of modern information technology;
- get knowledge of analyzing and justifying the results of economic calculations;
- are able to process sources of economic, social and managerial information.
Contents:
Is defined by the Chair responsible for the Practical Training
References:
The program of practical training for IV year students of day form
of training, specialty "Enterprise economy" / V. A. Litvinov, Yu. A. Egupov, A. S. Litvinov, – Odessa: OSEU, rotaprint, 2017. – 19 p.
Egupov, A. S. Eitvinov, Odessa. OSEO, Iotaprint, 2017. 17 p.
Forms of instruction:
Workload:
180 learning hours
Frequency:
Each winter semester
Assessment/Exams/Credits:
Presentations, test, 6 CP
Responsible for the Module:
Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

# 4.6.3 Qualification work

Module: Qualification work
Applicability of the Module: Elective
<ul> <li>Qualification Targets (Competences):</li> <li>The students</li> <li>deepen theoretical knowledge in entrepreneurship, trade and stock exchange;</li> <li>acquire self-study skills using different research methods;</li> <li>are able to distinguish a scientific problem and its importance;</li> <li>develop writing and research skills;</li> <li>are able to plan, implement and analyze their own empirical research;</li> <li>get analytical, problem-solving, technical skills;</li> <li>learn how to manage their time, work in a team, process data and information;</li> <li>know the structure, peculiarities and requirements to a scientific paper; use appropriate measurement indicators, methodology using knowledge and skills acquired during the educational process.</li> </ul>
Forms of instruction: Consultations
Workload:
180 learning hours
Frequency: Each summer semester
Assessment/Exams/Credits: presentations, 6 CP
Responsible for the Module: Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

# 4.7 Package 4: Municipal Economics

### 1.7.1 Government regulation of the economy

#### **Module:**

Government regulation of the economy

### **Applicability of the Module:**

Elective

## **Qualification Targets (Competences):**

The students

- study the essence, means, sphere and mechanism of state regulation of the economy in terms of theoretical and practical aspects;
- get knowledge of the means, sphere and objects of state regulation of the economy and its main mechanism;
- acquire skills of independent analysis of the construction of logical schemes and a systematic approach to the foundations of state economic management;
- study the essence and specificity of the delineation of the functions of state regulation of the economy by the levels of management;
- know the methodological principles of state regulation of the economy goals, principles, functions as well as world experience of its realization in market conditions;
- learn legislative acts and conceptual approaches to the creation of a state system of economic forecasting and planning;

#### **Contents:**

- The necessity and essence of the government regulation of the economy.
- Methodology of government regulations of the economy.
- Methods of straight state regulation of the economy.
- Mediated methods of the state regulation of the economy.
- Forecasting, programming, planning of social and economic development in the system of the state regulation of the economy.
- Government regulation of economic growth rates.
- Government regulation of industrial production.
- The state regulation of working relationships.
- The state regulation of investment activities.
- Government regulation of transportation.

#### **References:**

Geiko, L.M. & Smentina, N.V. (2015). Derzhavne rehuliuvannia ekonomiky [State regulation of the economy]. Odessa.

### **Forms of instruction:**

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 108 learning hours

### **Frequency:**

Each winter semester

### **Assessment/Exams/Credits:**

presentations, exam (120 min), 6 CP

# **Responsible for the Module:**

**Territorial Economics** 

### **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study economic principles of development of territorial systems;
- acquire skills of using methodological approaches to the analysis and evaluation of territorial systems;
- are able to independently evaluate and simulate the conditions of the territorial systems;
- know how to effectively manage territorial systems; to initiate and implement innovative projects on the development of territorial systems;
- learn to analyze the principles of territorial systems, to conduct research using theoretical and applied achievements in the economy of territorial systems.

#### **Contents:**

- Theoretical basis of the formation of territorial systems
- Metrological indicators of territorial systems assessment
- Structural organization of territorial systems
- Economic component of the development of territorial systems
- Socialization of territorial systems
- Risks at the stage of self-organization of modern systems
- Disproportions in the development of territorial systems
- Management of the development of territorial systems
- Modeling the development of territorial systems
- Monitoring of transformations of territorial systems

### References:

- 1. Bashnianyn H.I. (Eds.). (2006). *Ekonomichni systemy [Economic systems]*. Lviv: Lvivska komertsiina akademiia [in Ukrainian].
- 2. Volkova, V. N. (2014). Teoriya sistem i sistemnyj analiz [Theory of systems and systems analysis]. Moscow: YUrajt [in Russian].

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

56 hours attendance time and 64 learning hours

#### Frequency:

Each winter semester

### **Assessment/Exams/Credits:**

presentations, test, 4 CP

### **Responsible for the Module:**

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Business planning

### **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study the organization of foreign economic activity of business, trade and exchange structures;
- get knowledge of the theoretical basis of economic activity;
- acquire skills of determining and evaluating the characteristics of goods and services in the business, trade, exchange activities;
- are able to choose and use appropriate methods, tools for substantiating decisions on the creation, functioning of business, trade and stock structures;
- know how to identify and perform professional tasks for the organization of business, trade and stock structures;
- learn to work autonomously and in a team, get skills of interpersonal interaction.

#### **Contents:**

- Concepts, essence and tasks of business planning.
- Milestones of business planning.
- The structure of business plan.
- The order of basis of product policy.
- The order of basis of production section of business plan.
- The order of formation of marketing section of business plan.
- The basis of financial section of business plan.

#### **References:**

- 1. Horbachenko, C.A. & Smyrnov, D.S. (2013). Kurs lektsii z dystsypliny «Biznes-planuvannia», dlia studentiv 4 kursudennoi formy navchanniaza spetsialnistiu "Ekonomika pidpryiemstva" [Course of lectures on discipline "Business-planning", for students of 4 years of study in the specialty "Economics of Enterprise"]. Odesa: ONEU, rotaprint [in Ukrainian].
- 2. Horbachenko, C.A. & Smyrnov, D.S. (2013). *Praktykum z dystsypliny «Biznes-planuvannia» dlia studentiv 4 kursu vsikh form navchannia usikh spetsialnostei [Workshop on discipline "Business Planning" for students of the 4th year of all forms of studying in all specialties]*. Odesa: ONEU [in Ukrainian].

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 108 learning hours

### Frequency:

Each winter semester

### **Assessment/Exams/Credits:**

presentations, exam (120 min), 6 CP

### **Responsible for the Module:**

Real estate assessment and management

### **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study business valuation, property management and appraisal;
- acquire skills of creating the preconditions for the creative use of the legal basis of expert evaluation;
- are able to differentiate in practice various methodological approaches in the assessment of various objects of real estate.

#### **Contents:**

- Concepts and types of real estate
- Land as a real estate basis
- The condominium a specific type of real estate
- Real estate market in the market system
- Basic principles of professional appraisal
- Cost as the main category of expert evaluation
- General characteristics of the property valuation process
- Estimation of real estate objects according to the cost approach
- Real estate valuation based on income approach
- Estimation of real estate by the method of comparative analysis of sales
- Expert valuation of land plots
- Features of real estate management
- Types of operations with real estate rents
- Entrepreneurial activity on the real estate market
- Investing and financing of real estate objects

### **References:**

- 1. Kucherenko, V.R., Zaiets, M.A., Zakharchenko, O.V. & Smentyna, N.V. (2013). *Otsinka ta upravlinnianerukhomistiu [Estimation and management of real estate]*. Odesa: Leradruk[inUkrainian].
- 2. Kucherenko, V.R., Zakharchenko, O.V, Smentyna, N.V. &Ulybina V.O. (2013). *Otsinka biznesu ta nerukhomosti [Assessment of business and real estate]*. Odesa: Leradruk [inUkrainian].

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

60 hours attendance time and 90 learning hours

#### Frequency:

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, test, 5 CP

### **Responsible for the Module:**

Municipal Entrepreneurship

### **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study the organization of foreign economic activity of business, trade and exchange structures;
- get knowledge of the forms of interaction of subjects of market relations;
- are able to apply innovative approaches in the activity of business, trade and stock structures;
- know the requirements for activities in the specialty, conditioned by the need to ensure sustainable development of the country, its strengthening as a democratic, social, legal state;
- learn to apply regulatory framework in the field of business, trade and exchange activities.

#### **Contents:**

- The role of entrepreneurship in the activities of modern municipalities
- Normative-legal bases of entrepreneurial activity of municipalities
- Municipal enterprises
- Municipal services and their monetization
- Objects of communal property: essence, types, estimation and efficiency of use
- Municipal pricing
- Types of municipal projects: commercial, social, infrastructure
- Municipal grants
- Indicators of the effectiveness of municipal projects
- Sources of financing of municipal projects.
- Municipal Business Incubators and Coworkings
- Municipal Entrepreneurship in Odessa. Concept 5-T

### References:

Ulybina, V.O. & Smentyna N.V. (2014). *Ekonomika ta orhanizatsiia miskoho hospodarstva [Economy and organization of municipal economy]*. Odesa: ONEU [in Ukrainian].

### Forms of instruction:

Lectures, seminars, consultations

### Workload:

60 hours attendance time and 90 learning hours

#### Frequency:

Each summer semester

### **Assessment/Exams/Credits:**

presentations, exam (120 min), 5 CP

### **Responsible for the Module:**

Public procurement

### **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study the essence and significance of public procurement, its basic principles, methodology for organizing and conducting procurement, basic conditions for planning public procurement;
- get knowledge of the organization and order of public procurement, skills in planning and implementing procurement procedures;
- are able to draw up a procurement plan, to issue documents for participation in competitive bidding;
- know requirements for tender documentation;
- learn to organize and conduct competitive tenders for the procurement of goods, works (services); evaluate tender offers.

#### **Contents:**

- Public procurement. Basic concepts.
- Order and basic conditions for planning public procurement.
- General conditions for the implementation of procurement procedures.
- Tender documentation.
- Consideration of tender propositions.
- Procurement contract.
- The procurement of different areas of economic activities.

#### **References:**

- 1. Methodical Manual on Public Procurement (2016), 190 p. [in Ukrainian]
- 2. Konstantinova V. (2012). Public procurement: rules for the conduct and participation in them. Methodical manual, 208 p. [in Ukrainian]

### Forms of instruction:

Lectures, seminars, consultations

### Workload:

48 hours attendance time and 72 learning hours

### Frequency:

Each summer semester

### **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

### **Responsible for the Module:**

# 4.7.7 Local finance

Module:
Local finance
Applicability of the Module:
Elective
Qualification Targets (Competences):
The students
- study the essence and peculiarities of formation of local budgets;
- get knowledge of management of local funds;
- are able to analyze income and expenditure of local budgets; develop a program
of measures to raise the effectiveness of using funds of local budgets.
of flicasures to faise the effectiveness of using funds of focal budgets.
Contents:
- Local Finance as a part of the financial system of Ukraine
- Local budgets as an important part of local finance
- Financial resources of local government
- Local spending. The process of its planning and financing.
- Inter-budget relations and their components.
- Management of local funds
- Foreign experience of finance organization of local government
References:
Forms of instruction:
Lectures, seminars, consultations
Workload:
56 hours attendance time and 64 learning hours
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Frequency:
Each winter semester
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Assessment/Exams/Credits:
presentations, test, 4 CP
presentations, test, 4 Cr
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Responsible for the Module:
Chair of Finance

# 4.7.8 E-governance

Module:
E-governance
Applicability of the Module:
Elective
Qualification Targets (Competences):
The students
- study the essence and peculiarities of e-governance;
- acquire skills of regulation and control in e-governance
- know challenges and prospects of e-governance.
know enumeriges and prospects of a governance.
Contents:
- The essence and peculiarities of e-governance
- Challenges of e-governance
- Regulation and control in e-governance
- Government to Businesses
- Government to citizens
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References:
Assigned by the Chair responsible
Forms of instruction:
Lectures, seminars, consultations
Workload:
72 hours attendance time and 78 learning hours
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Frequency: Each summer semester
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Assessment/Exams/Credits:
presentations, exam (120 min), 5 CP
Responsible for the Module:
Chair of

Public-private partnership

### **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study the theoretical foundations of entrepreneurial, commercial and stock activities; the forms of interaction between the subjects of market relations;
- acquire skills of searching for information, collecting and analyzing data necessary for the preparation, implementation and management of the PPP project;
- are able to apply regulatory and regulatory framework in the field of business, trade and exchange activities; to identify and perform professional tasks for the organization of business, trade and stock structures;
- know basic concepts and terms of public-private partnership; the main forms and mechanisms of public-private partnership and their specific features within the framework of the current legislation; methods of constructing economic models of objects, phenomena and processes;
- learn to choose and use appropriate methods, tools for substantiating decisions on the creation, functioning of business, trade and stock structures.

#### **Contents:**

- Theoretical basis of public-private partnership.
- Legal regulation of PPP in Ukraine and in the world.
- Search and selection of infrastructure projects implementing on the basis of PPP.
- Fundamentals of public-private partnership project management.
- Financing and evaluation of public-private partnership projects.
- Risk management of infrastructure projects.
- Public communications in the preparation and implementation of PPP projects.

#### **References:**

- 1. Varnavskyi, V. H., Klymenko, A. V., Korolev, V. A. (2010). Gosudarstvennochastnoe partnerstvo: teoriya i praktika [Public Private Partnership: Theory and Practice]. Moscow: GU-VSHEH [in Russian].
- 2. Sviatotska V. (n.d.). Ohliad diiuchoho zakonodavstva shchodo restrukturyzatsii ta zaluchennia pryvatnoho sektora v diialnist pidpryiemstv, yaki nadaiut komunalni posluhy [Review of current legislation on restructuring and involvement of the private sector in the activities of utility companies]. Retrieved from http://tariffreform.padco.kiev.ua/ukr/PUBLICATIONS/HTML/PSP/dB.html#7

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 108 learning hours

### Frequency:

Each winter semester

### **Assessment/Exams/Credits:**

presentations, exam (120 min), 6 CP

### **Responsible for the Module:**

Business decision-making and risk assessment

# **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study methodical basis of economic decision-making;
- get knowledge of methods, tools for substantiating the decisions concerning creation, functioning of business, trade and exchange structures;
- acquire skills of abstract thinking, analyzing and synthesizing; using the informative and communicative technologies;
- are able to apply the acquired knowledge in practical situations, to identify, to set and to solve tasks in the field of professional activity;
- know to search, process and analyze information from various sources;
- learn to apply innovative approaches in the activity of business, trade and stock structures.

#### **Contents:**

- Essential characteristic of business decisions
- Technology of making business decisions
- Methodical basis of economic decisions' preparation
- Substantiation of business decisions and evaluation of their efficiency
- Prediction and analysis of business decisions
- Uncertainty and analysis of economic decisions
- Criteria for making the decisions under uncertainty

#### **References:**

Wisniewski, M. (2006): Quantitative methods for decision makers. 4th edition, Financial Times/Prentice Hall: Harlow et al.

### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 108 learning hours

#### Frequency:

Each summer semester

### **Assessment/Exams/Credits:**

presentations, exam (120 min), 6 CP

### **Responsible for the Module:**

Project analysis

### **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study methodology of marketing and market research; methodology of preparation and implementation of investment projects;
- get knowledge of methods of project management, resource mobilization for the implementation of investment projects;
- acquire skills of evaluating the effectiveness of projects; skills of effective communication;
- are able to make up a plan, an investment agreement, conduct research and draw up a business plan of a project;
- know methods of risk assessment of projects;
- learn how to calculate the initial capital and current costs of project implementation; make up a SWOT-analysis; to draw up a calendar and network plan for the implementation of a project.

#### **Contents:**

- The essence and subject of investment design.
- Main aspects of project analysis.
- Investment planning.
- Methodology of project analysis.
- Criteria for evaluating project performances.
- Discounted project comparison criteria.
- Comparison of alternative projects.
- Financial analysis of projects.
- Methods for assessing project risks.
- Automation of investment design.

### References:

- 1. Karpov, V.A. (2014). *Planuvannia ta analiz pidpryiemnytskykh proektiv [Planning and analysis of business projects]*. Odesa: ONEU [in Ukrainian].
- 2. Horbachenko, S.A., Karpov, V.A. (2013). *Analiz pidpryiemnytskykh proektiv [Analysis of business projects]*. Odesa: ONEU [in Ukrainian].
- 4. Brihkhem, E.F. (1997). Osnovy finansovoho menedzhmentu [Fundamentals of Financial Management]. Kyiv: Molod [in Ukrainian].

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 108 learning hours

# Frequency:

Each summer semester

### **Assessment/Exams/Credits:**

presentations, exam (120 min), 6 CP

### **Responsible for the Module:**

**Enterprise Strategy** 

### **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study types of economic strategies, development and elements of an enterprise strategy;
- get knowledge of corporate and business strategies of a company;
- acquire skills of applying the matrix method of strategy formation;
- are able to use methods of forming and realization of strategy of development of the enterprise;
- learn to create a mission of an enterprise.

#### **Contents:**

- Enterprise strategy: definition, evolution, concept
- Definition of a mission and goals of a company
- Development and elements of an enterprise strategy
- Analysis of strategic potential of an enterprise
- Classification of enterprise strategies
- Corporate and business strategies of a company
- The diversification strategy of an enterprise
- The functional strategy of an enterprise
- Matrix method of strategy formation
- An alternative strategic choice
- Modern state and prospects of development of strategic management in Ukraine

#### References:

Beltiukov E. A., Nekrasova L. A. The choice of strategy of enterprise development. – Odessa, 2002.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

72 hours attendance time and 78 learning hours

# Frequency:

Each winter semester

### **Assessment/Exams/Credits:**

presentations, exam (120 min), 5 CP

### **Responsible for the Module:**

Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

**International Economics** 

### **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- know the current trends, developments and patterns of international trade in the
  international economy, the specific features and modern structure of international
  trade, modern forms and the dynamics of international trade, methods of analysis
  of international trade;
- are able to conduct a comprehensive analysis of current trends, developments and patterns of international trade and trade policy, apply methods of analysis of international trade and trade policy in practice;
- analyze statistical reports on the development of financial management of multinational corporations;
- identify the main trends in the international macroeconomic adjustment process;

#### **Contents:**

- International Microeconomics
- International microeconomics: flow of goods and services
- International Macroconomics
- International microeconomics: international flows of factors of production
- International monetary system
- The world financial system

#### **References:**

International Economics - Edited by Y. Kozak. - Vol.1 - Kiev: CUL, 2013. International Economics - Edited by Y. Kozak. - Vol.2 - Kiev: CUL, 2013

### Forms of instruction:

Lectures, seminars, consultations

### Workload:

48 hours attendance time and 72 learning hours

# Frequency:

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

### **Responsible for the Module:**

Chair of International Economic Relations

Module: Money and Credit

**Applicability of the Module:** Elective

### **Qualification Targets (Competences):**

The students

- learn the functions of money, conditions and processes of the money evolution
- get an ability to understand the sense of global consciousness and principles of the society development
- acquire skills of abstract thinking, analyzing and synthesizing the monetary market processes based on logical arguments and proven facts
- get knowledge of the peculiarities of the socio-economic role of money and credit in the modern conditions of the World financial market development; the essence and peculiarities of the credit and banking systems; the peculiarities of currency market functioning and the currency operation types
- get an ability to analyze the state of money market and explain the use of the monetary and credit regulation tools in current conditions of the economy
- acquire skills to search, process and analyze the information from various sources as well as teamwork, self-study and decision-making skills

#### **Contents:**

- Essence and functions of money
- Theory of money: history of development
- Monetary turnover and monetary market
- Monetary and credit systems
- Inflation and monetary reforms
- The modern inflation management methods
- Credit and loan interest
- Theoretical bases of the credit relations
- Loan interest: essence, functions and margin
- Security market and investment banks
- Currency market and the multinational financial organizations
- Currency market and currency systems
- The multinational financial organizations

### References:

*Hroshi ta kredyt: pidruchnyk* [Money and Credit : textbook] / [M. I. Savluk, A. M. Moroz, I. M. Lazepko ta in.]; – 6 ed. Kyiv : KNEU, 2011.–744 p.

### Forms of instruction:

Lectures, seminars, business games

#### Workload:

48 hours attendance time and 72 learning hours

### **Frequency:**

Each summer semester

### **Assessment/Exams/Credits:**

presentations, mid-term test, test, 4 CP

### **Responsible for the Module:**

Chair of Banking

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Accounting and Audit

### **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study methods and techniques of accounting, its organization and information base; the composition of economic resources and business processes that are subject to be reflected in the accounting system; the composition of the balance sheet; application of the double entry method displaying business transactions;
- are able to use the system of knowledge about accounting principles for the development and justification of accounting policies; organize and implement accounting in organizations of all patterns of ownership; use advanced forms and methods of accounting and economic work; draw up financial statements, ensuring compliance with the prescribed form and reliability of information; develop instructional guides and other regulations on accounting, control and analysis of financial and economic activities for the organization; make independent decisions on matters related to accounting and economic activity.

#### **Contents:**

- The subject, object, method of accounting and its elements
- Accounts and double entry as elements of accounting method
- Synthetic and analytical accounting. Chart of accounts
- Accounting documents and registers. Forms of organization accounting
- Accounting and Audit of non-current assets
- Accounting and Audit of inventories
- Accounting and Audit for settlements of wages and state insurance
- Accounting and Audit for cash flow
- Accounting and Audit for production costs of enterprises
- Accounting and Audit of finished products and its realization
- Accounting and Audit for the process of capital formation
- Accounting and Audit for liabilities of the company

#### **References:**

*Teoretychni osnovy bukhhalters'koho obliku: Navchal'nyy posibnyk* [Theoretical Basics of Accounting : coursebook] / Artyukh O.V., Korol' K.V., Moskalyuk A.O., Sharovs'ka T.S./ za red.prof. Maksimovoyi V.F. – Odesa: ONEU, 2012. – 126 p.

#### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

68 hours attendance time and 52 learning hours

### Frequency:

Each winter semester

#### **Assessment/Exams/Credits:**

presentations, mid-term, test, 4 CP

### **Responsible for the Module:**

Chair of Accounting and Audit

**Economic Analysis** 

### **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study theoretical principles of economic analysis; methods of the use of initial data for making an analysis; methodologies of realization of analytical researches:
- get acquainted with modern methodologies of analytical researches recognized worldwide;
- are able to conduct an analytical research of industrial and economic activity of subjects, to estimate the prospects of their development and make reasonable conclusions on research results;
- know types of economic analyses and how they are conducted; methods and methodology of economic analyses, their organization and informative base.

### **Contents:**

- Economic analysis as a science.
- Types and directions of economic analysis and its informative provision.
- Methods and ways of economic analysis.
- Organization and stages of economic analysis.
- Analysis of production of goods and its realization.
- Analysis of the effective use of capacities.
- Analysis of the effective use of labour resources.
- Analysis of the effective use of material resources.
- Reserves potential for increasing production of goods and their realization.
- Analysis of production costs.
- Analysis of financial results of activity of an enterprise.
- Analysis of the financial state of an enterprise.

#### **References:**

Ekonomichnyy analiz. Navchal'nyy posibnyk [Economic Analysis : coursebook] / V.M. Seredyns'ka, O.M.Zahorodna, R.V.Fedorovych. – Ternopil: Publ. Aston, 2010.

### Forms of instruction:

Lectures, seminars, consultations

#### Workload:

48 hours attendance time and 72 learning hours

# Frequency:

Each summer semester

#### **Assessment/Exams/Credits:**

presentations, exam (120 min), 4 CP

### **Responsible for the Module:**

Chair of Economic Analysis

Economic and mathematical methods and models

### **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study methods of mathematical statistical analysis of economic phenomena and processes;
- get knowledge of implementation of mathematical-statistical analysis of economic phenomena and processes;
- are able to conduct a mathematical-statistical research of economic phenomena and processes occurring in enterprises.

#### **Contents:**

- Analysis and forecasting of economic dynamics.
- Deterministic index models.
- Correlation and regression analysis of the impact of economic characteristics.
- Optimization of the production program.
- Methods of estimation of latent variables in the economy.

#### **References:**

Yankovoy A. G. Mathematical-statistical methods and models in enterprise management : coursebook. – Odessa, 2014. – 250 p.

# **Forms of instruction:**

Lectures, seminars, consultations

### Workload:

36 hours attendance time and 54 learning hours

### Frequency:

Each summer semester

### **Assessment/Exams/Credits:**

presentations, exam (120 min), 3 CP

# **Responsible for the Module:**

Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

Information systems and technologies

### **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study modern Information Technologies;
- are able to use Information Technologies for analysis and prognosing of enterprise activity;
- acquire skills of using Information Technologies for processing information and data, use tools for creating business websites;
- can conduct an analysis of business data.

#### **Contents:**

- Modern Information Technologies. IT for Businesses.
- Information Technologies of Analysis and Prognosing of Enterprise Activity
- Information Technologies of Database

#### **References:**

Kukhars'ka N. P., Rak T. Ye. *Informatyka ta komp"yuterni tekhnolohiyi : navch.posibnyk* [Computer Science and Computer Technologies : courseook]. – Vol. 1. – L'viv, 2011. – 120 p.

### Forms of instruction:

Lectures, seminars, consultations

### Workload:

36 hours attendance time and 54 learning hours

### Frequency:

Each summer semester

### **Assessment/Exams/Credits:**

presentations, mid-term, test, 3 CP

# **Responsible for the Module:**

Chair of Economic Cybernetics and Information Technologies

# 4.7.19 Term paper

Module:
Term paper
Applicability of the Module:
Elective
Qualification Targets (Competences):
The students
- develop writing and research skills;
- apply knowledge and skills acquired;
get analytical, problem-solving, technical skills;
- learn how to manage their time, work in a team, process data and information;
- know the structure, peculiarities and requirements to a scientific paper.
know the structure, peculiarties and requirements to a scientific paper.
Forms of instruction:
Consultations
Workload:
20 learning hours
30 learning hours
Frequency:
Each winter semester
Assessment/Exams/Credits:
presentation, 1 CP
Responsible for the Module:
Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

# 4.7 Practical Training of the Package 3

4.7.1 Practical Training (Training)

**Module:** Practical Training (Training)

# **Applicability of the Module:**

Elective

### **Qualification Targets (Competences):**

The students

- study to rely on the adopted methodology of the main technical and economic
- indicators of activity of enterprises;
- get knowledge of solving situational problems;
- are able to obtain the necessary information using software and generate all necessary reports.

#### **Contents:**

Is defined by the Chair responsible for the Practical Training

#### **References:**

Methodical instructions to performance of tasks of practical training in the conditions educational training company "Super Nova" for students III courses (all programs) (Department of planning and economic) Resp. for the release of L. M. Karpenko. – Odessa: OSEU, 2014. - 50 p.

### **Forms of instruction:**

Consultations

### Workload:

90 learning hours

# Frequency:

Each winter semester

### **Assessment/Exams/Credits:**

presentation, test, 3 CP

### **Responsible for the Module:**

Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

# 4.4.2 Industrial Practice

Module: Industrial Practice
Applicability of the Module: Elective
<ul> <li>Qualification Targets (Competences):</li> <li>The students         <ul> <li>study economic problems of modern information technology;</li> <li>get knowledge of analyzing and justifying the results of economic calculations;</li> <li>are able to process sources of economic, social and managerial information.</li> </ul> </li> </ul>
Contents: Is defined by the Chair responsible for the Practical Training
<b>References:</b> The program of practical training for IV year students of day form of training, specialty "Enterprise economy" / V. A. Litvinov, Yu. A. Egupov, A. S. Litvinov, – Odessa: OSEU, rotaprint, 2017. – 19 p.
Forms of instruction:
Workload:
180 learning hours
Frequency: Each winter semester
Assessment/Exams/Credits: Presentations, test, 6 CP
Responsible for the Module: Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

# 4.7.3 Qualification work

Module: Qualification work
Applicability of the Module: Elective
<ul> <li>Qualification Targets (Competences):</li> <li>The students</li> <li>deepen theoretical knowledge in entrepreneurship, trade and stock exchange;</li> <li>acquire self-study skills using different research methods;</li> <li>are able to distinguish a scientific problem and its importance;</li> <li>develop writing and research skills;</li> <li>are able to plan, implement and analyze their own empirical research;</li> <li>get analytical, problem-solving, technical skills;</li> <li>learn how to manage their time, work in a team, process data and information;</li> <li>know the structure, peculiarities and requirements to a scientific paper; use appropriate measurement indicators, methodology using knowledge and skills acquired during the educational process.</li> </ul>
Forms of instruction: Consultations
Workload:
180 learning hours
Frequency: Each summer semester
Assessment/Exams/Credits: presentations, 6 CP
Responsible for the Module: Chair of Economics of Enterprise and Organization of Entrepreneurial Activity

#### **WORKING GROUP**

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### Module Handbook

of the Bachelor Program

Entrepreneurship, Trade and Stock Exchange Activity

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