



KSPEU

MINISTRY OF SCIENCE AND HIGHER EDUCATION OF THE RUSSIAN FEDERATION
Federal State Budgetary Educational Institution of Higher Education
«KAZAN STATE POWER ENGINEERING UNIVERSITY»
(Federal State Budgetary Educational Institution of Higher Education «KSPEU»)

APPROVED

Director of the Institute of Digital
Technologies and Economics

_____ Zainullin R.R.

«24» _____ February _____ 2026

WORK PROGRAM FOR THE DISCIPLINE

B1.M.15 Introduction to professional activity

Field of training

38.03.02 Management

Qualification

Bachelor's Degree

Kazan, 2026

Program developed by:

Department name	Position, academic degree, academic title	Full name Developer
Management	Associate Professor, PhD in Social Sciences	Shakirova D.M.

Approval	Name of department	Date	Minute s No.	Signature
Approved	Management	10.02.2026	Protocol №5	_____ Head of Department, Doctor of Social Sciences, Professor Makhyanova A.V.
Agreed	Management	10.02.2026	Protocol №5	_____ Head of the Department., Doctor of Social Sciences, prof.Makhyanova A.V.
Agreed	Educational and Methodological Council of IDTE	24.02.2026	Protocol №6	_____ Director, Ph.D., Associate Professor, Zainullin R.R..
Approved	Scientific Council of IDTE	24.02.2026	Protocol №6	_____ Director, Ph.D., Associate Professor, Zainullin R.R.

1. Aims, objectives and expected learning outcomes for the course

(Aims and objectives of the course, corresponding to the programme's objectives)

The aim of the course B1.M.15 'Introduction to Professional Practice' is to foster an interest in the managerial profession, thereby promoting a conscious approach to academic studies.

The objectives of the course are: to study the characteristics of the profession, the main theoretical principles and methods, and to instil the skills to apply theoretical knowledge to solve practical problems.

Competencies and indicators developed in students:

Competence code and name	Indicator code and name
UC-2 Able to define a range of tasks within the scope of a given goal and select the best ways to accomplish them, based on applicable legal norms, available resources, and constraints.	UC-2.2 Selects the optimal method for solving problems, taking into account applicable legal norms and existing conditions, resources, and limitations.
GPC-1 Able to solve professional tasks based on knowledge (at an intermediate level) of economic, organizational, and management theory.	GPC-1.1 Demonstrates an understanding of the rational principles of economic and organizational decisions, taking into account possible alternatives for the use of resources.
GPC-2 Is able to collect, process, and analyze data necessary for solving management tasks using modern tools and intelligent information and analytical systems.	GPC-2.5 Able to apply methods of analysis, modeling, theoretical and experimental research in solving professional tasks.

2. Place of the discipline within the programme structure

Prerequisite subjects (modules), placements, research projects, etc.

Subsequent courses (modules), placements, research projects, etc. Organisation of Entrepreneurial Activity, Marketing, Business Planning, Risk Management.

3. Structure and content of the course

3.1. Structure of the course

For full-time study

Type of coursework	Total credit hours	Total hours	Semester
			1
TOTAL WORKLOAD OF THE COURSE	2	72	72
CONTACT HOURS*	-	16	16

LECTURE WORK	0.45	16	16
Lectures	0.45	16	16
Practical (seminar) sessions	-	-	-
Laboratory work	-	-	-
STUDENT INDEPENDENT WORK	1.56	56	56
Study of course material	1.56	56	56
Course project	-	-	-
Coursework	-	-	-
Preparation for the mid-term assessment	0	0	0
Mid-term assessment:			Z
			-

For full-time and part-time study

Type of coursework	Total credit hours	Total hours	Semester
			2
TOTAL WORKLOAD OF THE COURSE	2	72	72
CONTACT HOURS*	-	12	12
LECTURE WORK	0.33	12	12
Lectures	0.33	12	12
Practical (seminar) sessions	-	-	-
Laboratory work	-	-	-
STUDENT INDEPENDENT WORK	1.56	56	56
Study of course material	1.56	56	56
Course project	-	-	-
Coursework	-	-	-
Preparation for the mid-term assessment	0.11	4	4
Mid-term assessment:			From
			-

3.2. Contents of the discipline, structured by sections and types of classes

Course sections	Total hours	Distribution of workload by type of academic work				Forms and types of assessment	Indicators of the competencies being developed
		Lectures	Lab work	Practical classes	Independent study		

Section 1		8			28	TC1	UK-2.2Z, UK-2.2.B
Section 2		8			28	TC2	GPC-1.1Z, GPC-2.5U
Credit	0					OM 1	UK-2.2Z, UK-2.2U, GPC-1.1Z, GPC-2.5Z, GPC-2.5U, GPC-2.5V
TOTAL	72	16			56		

3.3. Course content

Section 1. The profession and areas of activity of a manager.

Topic 1.1. The professional activities of a manager. Topic 1.2.

Theoretical foundations of risk management.

Topic 1.3. The role of marketing in a market economy.

Topic 1.4. General information on business planning.

Section 2. The nature and role of decision-making in management.

Topic 2.1. Key principles of decision-making theory. Topic 2.2. The importance of strategic management.

Topic 2.3. The concept of quality. Key terms. Topic 2.4. The basics of self-management.

3.4. Syllabus for practical sessions

This type of work is not included in the curriculum.

3.5. Thematic plan for laboratory work

This type of work is not included in the curriculum.

3.6. Course project / coursework

This type of work is not included in the curriculum.

4. Assessment of learning outcomes

Assessment of learning outcomes for the subject is carried out through continuous assessment and mid-term examinations, conducted using a marks-based grading system (MBGS).

Grading scale for learning outcomes in the subject:

Competence code	Competence indicator code	Planned learning outcomes for the subject	Level of development of the competence indicator			
			High	Medium	Below average	Low
			85 to 100	70 to 84	55 to 69	0 to 54
			Grading scale			
			Excellent	good	satisfactory	unsatisfactory
			pass			fail
UC-2 Able to define a range of tasks within the scope of a given goal and select the best ways to accomplish them, based on applicable legal norms, available resources, and constraints.	UC-2.2 Selects the optimal method for solving problems, taking into account applicable legal norms and existing conditions, resources, and limitations.	Know: methods of solving problems that take into account current legal provisions and existing conditions, resources and constraints				
		knows methods for solving problems that take into account current legal provisions and existing conditions, resources and	knows methods for solving problems that take into account current legal regulations and existing conditions, resources and	poor at problem-solving methods that take into account current legal regulations and existing conditions, resources and	level of knowledge of problem-solving methods that take into account current legal norms and conditions	

			limitations; makes no mistakes	restrictions, but may make a few minor errors in their answer	limitations, makes many errors in their response	resources and limitations below the minimum requirement, makes many gross errors
be able to: find the optimal way to solve problems, taking into account applicable legal provisions and existing conditions, resources and constraints						
			demonstrates the ability to find the best way to solve problems taking into account applicable legal provisions and the available conditions, resources and constraints, makes no mistakes.	demonstrates the ability to find the optimal way to solve problems taking into account current legal regulations and existing conditions, resources and constraints, but may make a few minor errors	overall demonstrates the ability to find the optimal way to solve problems taking into account the applicable legal provisions and the available conditions, resources and constraints, but makes many mistakes	demonstrates the ability to find the optimal way to solve problems taking into account current legal provisions and existing conditions, resources and constraints, makes many serious errors
be proficient in: optimal methods of solving problems, taking into account current legal provisions and existing conditions, resources and constraints						
			demonstrates mastery of optimal methods and	demonstrates mastery of optimal methods and	demonstrates mastery of optimal methods and	demonstrates mastery of optimal methods and
			problem-solving taking into account the	solves problems taking into account	when solving problems taking into	solving problems taking into

			applicable legal provisions and the available conditions, resources and constraints, but makes no mistakes	current legal regulations and existing conditions, resources and constraints, but may make a few minor errors	account current legal regulations and existing conditions, resources and constraints, but makes many mistakes	account current legal regulations and existing conditions, resources and constraints, but makes many serious errors	
GPC-1 Able to solve professional tasks based on knowledge (at an intermediate level) of economic, organizational, and management theory.	GPC-1.1 Demonstrates an understanding of the rational principles of economic and organizational decisions, taking into account possible alternatives for the use of resources.	Knows: the basics of managerial decision-making					
			knows the basics of managerial decision-making, makes no mistakes	knows the basics of managerial decision-making, but may make a few minor errors in their answers	has a poor understanding of the basics of managerial decision-making and makes many errors in their answers	level of knowledge of the basics making management decisions below the minimum requirement, the answer allows for many serious errors	
		be able to: determine rational principles for making economic and organisational decisions					
			demonstrates the ability to identify rational principles for making economic and organisational	demonstrates the ability to identify rational principles for making economic and organisational	as a overall demonstrates the ability to identify rational principles for making economic and organisational	demonstrates the ability to identify rational principles for making economic and organisational	
			decision-making, makes no mistakes.	decision-making, but may make a few minor errors	in organisational decisions, but makes many mistakes	organisational decisions, makes many serious errors	
demonstrates: possible alternatives for the use of resources when making							

		economic and organisational decisions				
			demonstrates an understanding of possible alternatives for the use of resources when making economic and organisational decisions, makes no mistakes	demonstrates an understanding of possible alternatives for the use of resources when making economic and organisational decisions, but may make a few minor errors	demonstrates an understanding of possible alternatives for the use of resources when making economic and organisational decisions, but makes many errors	demonstrates possible alternatives for the use of resources when making economic and organisational decisions, but makes many gross errors
GPC-2 Is able to collect, process, and analyze data necessary for solving management tasks using modern tools and intelligent information and analytical systems.	GPC-2.5 Able to apply methods of analysis, modeling, theoretical and experimental research in solving professional tasks.	know: methods of analysis, modelling, theoretical and experimental research				
			is familiar with methods of analysis, modelling, theoretical and experimental research, does not make mistakes	is familiar with methods of analysis, modelling, theoretical and experimental research, but may make a few minor errors	has a poor understanding of methods of analysis, modelling, theoretical and experimental research, makes many errors in their answers	level of knowledge of methods of analysis, modelling, theoretical and experimental research; makes many serious errors
		be able to: apply methods of analysis, modelling, theoretical and experimental research				
			demonstrates the ability to analyse, model, and conduct theoretical and experimental research,	demonstrates the ability to analyse, model, and conduct theoretical and experimental research, but	overall demonstrates the ability to analyse, model, and conduct theoretical and experimental research,	demonstrates an ability to analyse, model, and conduct theoretical and experimental research, makes

			makes no mistakes.	may make a few minor errors	but makes many mistakes	many serious errors
		be proficient in: methods of analysis, modelling, theoretical and experimental research in solving professional tasks				
			demonstrates proficiency in methods of analysis, modelling, theoretical and experimental research when solving professional tasks makes no mistakes	demonstrates proficiency in methods of analysis, modelling, theoretical and experimental research when solving professional problems, but may make a few minor errors	demonstrates proficiency in methods of analysis, modelling, theoretical and experimental research when solving professional problems but makes many mistakes	demonstrates proficiency in methods of analysis, modelling, theoretical and experimental research when solving professional problems, but makes many serious errors

Assessment materials for ongoing monitoring and interim assessment are provided in the Appendix to the course syllabus.

A complete set of assignments and materials required for assessing learning outcomes for the course is kept at the department responsible for its development.

5. Teaching, methodological and information support for the course

5.1. Teaching and methodological support

5.1.1. Core reading

1. Efimov, V. V., Quality Management Tools and Methods: A Study Guide / V. V. Efimov. — Moscow: KnoRus, 2023. — 225 pp. — ISBN 978-5-406-11153-6. — URL: <https://book.ru/book/948755>. — Text: electronic.
2. Corporate Social Responsibility: A Textbook / M. A. Eskindarov, I. Yu. Belyaeva, E. Yu. Belyaeva [et al.]; edited by: I. Yu. Belyaeva, M. A. Eskindarov. - Moscow: Knorus, 2018. - 316 p. - URL: <https://www.book.ru/book/927771>. - ISBN 978-5-406-06096-4. - Text: electronic.
3. Management: Textbook / V. G. Antonov, E. M. Korotkov, M. B. Zhernakova [et al.]; edited by: V. G. Antonov [et al.]. - Moscow: Knorus, 2022. - 306 pp. - URL: <https://book.ru/book/943861>. - ISBN 978-5-406-09815-8. - Text: electronic.
4. Puzhaev, A. V., Management Decisions: A Study Guide / A. V. Puzhaev. — Moscow : Knorus, 2021. — 185 pp. — ISBN 978-5-406-08689-6. — URL: <https://book.ru/book/940479>. — Text: electronic.

5.1.2. Further reading

1. Kiselev, A.A., Risk Management: A Textbook / A.A. Kiselev. – Moscow: KnoRus, 2021. – 167 pp. – ISBN 978-5-406-08025-2. — URL: <https://book.ru/book/938675>. — Text: electronic.
2. Sheve, G., Innovation Management in the Digital Economy: A Study Guide / G. Sheve, S. Hyuzing, G. I. Gumerova, E. Sh. Shaimieva. –Moscow: KnoRus, 2023. – 307 pp. – ISBN 978-5-406-10238-1. — URL: <https://book.ru/book/946240>. — Text: electronic.
3. Tikhonov A.I., Fundamentals of Organisational Culture and Business Communication : a study guide / A.I. Tikhonov, V.G. Konovalova, M.A. Fedorova. – Moscow : Rusains, 2022. – 137 pp. – ISBN 978-5-4365-1182-5. — URL: <https://book.ru/book/943330>. — Text: electronic.

5.2. Information resources

5.2.1. Electronic and online resources

1. Lecture Hall <https://www.lektorium.tv/mooc>

5.2.2. Professional databases / Information and reference systems

1. National Electronic Library (NEL) <https://rusneb.ru/>

2. eLIBRARY.RU Scientific Electronic Library <http://elibrary.ru>

3. Federal Educational portal 'Economics, Sociology, Management' <http://ecsocman.hse.ru/>

4. Ministry of Economic Development of the Russian Federation <https://economy.gov.ru/>

5. Consultant-Plus <http://www.consultant.ru/>

5.2.3. Licensed and freely distributed software for the discipline

WinAVR Software package for Windows operating systems <https://simple-devices.ru/> SQL Server Enterprise Edition 2008 R2 Russian OpenLicensePack NoLevel Academic Edition Enterprise data management platform. Software product for messaging and

collaboration CJSC

SoftLineTrade No. 32081/KZN12 dated 14 March 2011

Windows Server CAL 2008 Russian Open License Pack NoLevel Academic Edition Usr CAL Server operating system from Microsoft.

SoftLineTrade CJSC No. 32081/KZN12 dated 14 March 2011

SQL CAL 2008R2 Russian OpenLicensePack NoLevel Academic Edition UsrCAL Server operating system from Microsoft.

SoftLineTrade CJSC No. 32081/KZN12 dated 14 March 2011

6. Material and technical support for the course

Name of the type of coursework	Name of teaching room, specialised laboratory	List of required equipment and technical teaching aids
Lectures	Lecture theatre for delivering lecture-style classes	Specialised teaching furniture, technical teaching aids used to present educational information to a large audience (multimedia projector, computer (laptop), screen), demonstration equipment, visual teaching aids
Practical sessions	A teaching room for holding seminars, group and individual consultations, ongoing assessment and interim examinations	Specialised classroom furniture, technical training equipment (multimedia projector, computer (laptop), screen) etc.
Laboratory work	Teaching laboratory '_____'	Specialised laboratory equipment specific to the laboratory's field:
	Computer room with	Specialised educational furniture, technical training

	internet access	(multimedia projector, computer (laptop), screen), licensed software
	Computer room with internet access B-600a	Specialised educational furniture for 30 seats, 30 computers, technical teaching aids (multimedia projector, computer (laptop), screen), video cameras, software
Independent work	Computer room with internet access B-600a	Specialised educational furniture for 30 seats, 30 computers, technical teaching aids (multimedia projector, computer (laptop), screen), video cameras, software
	Library reading room	Specialised furniture, computer equipment with internet access and access to the EIOS, screen, multimedia projector, software

7. Features of the organisation of educational activities for people with disabilities and those with special educational needs

People with disabilities and those with special educational needs have the opportunity to move freely from one teaching and laboratory block to another, to access all floors of the teaching and laboratory blocks, and to study in classrooms and other premises, taking into account the specificities of their psychophysical development and state of health.

To facilitate the education of students with special educational needs and disabilities, including those with musculoskeletal impairments, barrier-free access to all teaching facilities is provided. Information on the special arrangements made for students with special educational needs and disabled students is available on the university's website [at www.kgeu.ru](http://www.kgeu.ru). Technical assistance from an assistant is available, as well as sign language interpreters and deaf-blind interpreters.

To facilitate the understanding of reference and teaching materials by students with special educational needs and those with hearing impairments, the following measures are in place:

- to aid orientation in the lecture theatre, signals are used to indicate the start and end of the lesson (the word 'bell' is written on the board);
- the teacher attracts the attention of a student with hearing loss by gesture (placing a hand on the shoulder or giving a gentle tap);
- when speaking to a student, the teacher looks at

them, speaks clearly in short sentences, and ensures that lip-reading is possible.

Compensation for difficulties in the speech and intellectual development of hearing-impaired pupils is achieved by:

- the use of diagrams, charts, drawings and computer presentations with hyperlinks that provide commentary on specific elements of the image;
- regularly using exercises to graphically highlight the essential features of objects and phenomena;
- providing students with the opportunity to receive targeted advice via email as required.

To adapt the reference, teaching and educational materials provided for by the educational programme in the chosen field of study to the needs of people with special educational needs and those with visual impairments, the following measures are in place:

- the official website is adapted to take into account the specific needs of visually impaired people, and reference information on the timetable of classes is provided in large print;
- the teaching staff member and their interlocutor (if necessary), who are present during the lesson, introduce themselves to the students, and the person to whom the teaching staff member is addressing is named each time;
- the teacher's actions, gestures and movements are described briefly and clearly;
- printed information is provided in large print (18 point or larger) and is fully read aloud;
- the necessary level of lighting in the rooms is ensured;
- the opportunity to use computers during lessons and the right to record explanations on a voice recorder (at the learners' request) is provided.

The format of ongoing and interim assessments for students with special educational needs and disabilities is determined by the teacher in accordance with the curriculum. Where necessary, students with SEN and disabled students, taking into account their individual psychophysical characteristics, are given the opportunity to undertake interim assessments orally, in writing on paper, in writing on a computer, in the form of a test, etc., or are granted additional time to prepare their answers.

8. Methodological recommendations for lecturers on organising educational work with students.

Methodological support for the process of student development is one of the key factors in high-quality education. By demonstrating a high level of professionalism, erudition, a clear civic stance, self-discipline and a creative approach to solving professional tasks, university lecturers contribute to the formation of a well-rounded personality during the educational process.

When teaching the subject, the lecturer may use the following methods of educational work:

- methods for shaping personal awareness (conversation, debate, suggestion, instruction, supervision, explanation, example, self-control, storytelling, advice, persuasion, etc.);
- methods for organising activities and shaping behavioural experience (assignments, public opinion, pedagogical requirements, instructions, training, creating educational situations, training sessions, exercises, etc.);
- methods of motivating activity and behaviour (approval, encouragement of social activity, reprimand, creation of situations of success, creation of situations for emotional and moral experiences, competition, etc.)

When teaching the subject, the teacher must take into account the following areas of educational activity:

Civic and patriotic education:

- to foster in students a holistic worldview, a sense of Russian identity, and respect for their family, society and the state, as well as for the spiritual, moral and socio-cultural values upheld within the family and society, and for the national, cultural and historical heritage; to instil a desire to preserve and develop this heritage;
- fostering in students an active civic stance based on the traditional cultural, spiritual and moral values of Russian society, in order to enhance their ability to exercise their constitutional rights and fulfil their duties responsibly;
- developing students' legal and political culture, and expanding their constructive participation in decision-making that affects their rights and interests, including through various forms of self-organisation, self-governance and socially significant activities;
- the formation of personal motivations, moral and value-based attitudes that enable individuals to resist extremism, xenophobia, discrimination on social, religious, racial or national grounds, inter-ethnic and inter-confessional intolerance, and other negative social phenomena.

Spiritual and moral education:

- fostering a sense of dignity, honour and honesty, conscientiousness, and respect for parents, teachers and older generations;
- fostering the principles of collectivism and solidarity, a spirit of mercy and compassion, and the habit of caring for people in difficult life situations;
- fostering solidarity and a sense of social responsibility towards people with disabilities, and overcoming psychological barriers towards people with disabilities;
- fostering an emotionally rich and spiritually elevated attitude towards the world, and the ability and skill to convey one's aesthetic experience to others.

Cultural and educational development:

- developing an aesthetic view of the world;

- fostering respect for the cultural values of one's hometown, region and country;
- enhancing students' cognitive activity.

Scientific and educational development:

- developing a scientific worldview in students;
- developing the ability to acquire knowledge;
- the development of skills in analysing and synthesising information, including in a professional context.

Changes and approvals for the new academic

No.	Section number of amendments	Date of amendment	Details of the amendments	'Approved' Head of the Department responsible for the subject	'Approved' by the Chair of the Institute's Teaching and Learning Committee (faculty) of which the graduating
1	2	3	4	5	6
1					
2					
3					



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ASSESSMENT MATERIALS
for the subject

B1.M.15 Introduction to professional activity

(Course title as per the curriculum)

Kazan, 2026

Assessment materials for the course are designed to evaluate learning outcomes against indicators of competence attainment.

Assessment of learning outcomes for the course is carried out as part of continuous assessment (CA) and interim assessment, conducted using a marks-based grading system (MBGS).

1. Technological map

Semester 2 _____

Section title	Forms and	Rating indicators							
		I. Continuous assessment	Bonus marks for TC1	II Continuous assessment	Extra points towards TC2	III continuous assessment	Extra marks for TC3	Total	Mid-term assessment
Section 1. ‘ ’	Assessment 1	25						25	25
Test or written questionnaire		25							
Section 2. ‘ ’	TC2			30				30	30
Test or written questionnaire				30					
Total									55

2. Assessment materials for ongoing monitoring and interim assessment

Grading scale for learning outcomes in the subject:

Comp ency code	Competence indicator code	Planned learning outcomes for the subject	Level of achievement of the competence indicator			
			High	Average	Below average	Low
			85 to 100	70 to 84	55 to 69	0 to 54
			Grading scale			
			Excellent	good	satisfactory	unsatisfactory pass
			pass			failed
UC-2 Able to define a range of tasks within the scope of a given goal and select the best ways to accomplish them, based on applicable	UC-2.2 Selects the optimal method for solving problems, taking into account applicable legal norms and existing conditions, resources, and limitations.	know: methods of solving problems that take into account current legal provisions and existing conditions, resources and constraints	knows methods of solving problems that take into account current legal	knows methods of solving problems that take into account current legal	poor knowledge of methods for solving problems, taking into account current legal	level of knowledge of problem- solving methods that take into account current conditions, resources and constraints

			es	es	es	es	
			mastery of optimal methods and problem-solving in accordance with current legal regulations and existing conditions, resources and constraints, makes no mistakes	mastery of optimal methods and problem-solving taking into account current legal regulations and existing conditions, resources and constraints, may make a few minor errors	mastery of optimal methods and problem-solving taking into account the applicable legal regulations and existing conditions, resources and constraints, makes many mistakes	mastery of optimal methods and problem-solving techniques taking into account applicable legal provisions and existing conditions, resources and constraints, but makes many serious errors	
GPC-1 Able to solve professional tasks based on knowledge (at an intermediate level) of economic, organizational, and management theory.	GPC-1.1 Demonstrates an understanding of the rational principles of economic and organizational decisions, taking into account possible alternatives for the use of resources.	Knows: the basics of managerial decision-making					
			knows the basics of managerial decision-making, makes no mistakes	knows the basics of managerial decision-making, but may make a few minor errors in their answers	has a poor understanding of the basics of managerial decision-making and makes many errors in their answers	level of knowledge of the basics of managerial decision-making is below the minimum requirement, and makes many serious errors	
		be able to: determine rational principles for making economic and organisational decisions					
			demonstrates the ability to identify rational	demonstrates the ability to identify rational	in overall demonstrates the ability to identify rational	demonstrates the ability to identify rational	
			principles of economic	principles of economic	principles of making economic	principles for making economic	

			nd organisation al decisions, makes no mistakes.	nd organisation al decision-making, but may make a few minor errors	nd organisation al decisions, but makes many mistakes	and organisation al decisions, allows for many serious errors
		demonstrates: possible alternatives for the use of resources when making economic and organisational decisions				
			demonstrate s an understandin g of possible alternatives for the use of resources when making economic a nd organisation al decisions, makes no mistakes	demonstrate s an understandin g of possible alternatives for the use of resources when making economic a nd organisation al decisions, but may make a few minor errors	demonstrate s an understandin g of possible alternatives for the use of resources when making economic a nd organisation al decisions, but makes many errors	demonstrate s possible alternatives for the use of resources when making economic and organisation al decisions, but makes many serious errors
GPC-2 Is able to collect, process, and analyze data necessary for solving management tasks using modern tools and intelligent information and analytical systems.	GPC-2.5 Able to apply methods of analysis, modeling, theoretical and experimental research in solving professional tasks.	know: methods of analysis, modelling, and experimental research	theoretical			
			is familiar with methods of analysis, modelling, theoretical an d experimenta l research, d oes not make errors	is familiar with methods of analysis, modelling, theoretical an d experimenta l research, bu t when answeri ng	has a poor understandin g of methods of analysis, modelling, theoretical and experimenta l research, whe n in their response	level of knowledge of analytical methods, modelling, theoretical a nd experiment al research, whilst answer
				may make a few minor errors	makes many errors	makes many serious mistakes

		be able to: apply methods of analysis, modelling, theoretical and experimental research			
		demonstrates the ability to analyse, model, and conduct theoretical and experimental research, but makes no mistakes.	demonstrates the ability to analyse, model, and conduct theoretical and experimental research, but may make a few minor errors	overall demonstrates the ability to analyse, model, and conduct theoretical and experimental research, but makes many errors	demonstrates an ability to analyse, model, and conduct theoretical and experimental research, but makes many serious errors
		be proficient in: methods of analysis, modelling, theoretical and experimental research in solving professional tasks			
		demonstrates proficiency in methods of analysis, modelling, theoretical and experimental research when solving professional tasks makes no mistakes	demonstrates proficiency in methods of analysis, modelling, theoretical and experimental research when solving professional problems, but may make a few minor errors	demonstrates proficiency in methods of analysis, modelling, theoretical and experimental research when solving professional problems but makes many mistakes	demonstrates proficiency in methods of analysis, modelling, theoretical and experimental research when solving professional problems, but makes many serious errors

An **‘Excellent’** grade is awarded for completing *calculation work during the semester; test assignments; a deep understanding of technological methods*

for calculating material consumption rates, and comprehensive and substantive answers to the exam questions (theoretical and practical tasks);

A **‘Good’** grade is awarded for completing calculation assignments during the semester; test tasks; an understanding of the technical methods for calculating material consumption rates; and answers to the exam questions (theoretical or practical task);

A **‘satisfactory’** grade is awarded for completing calculation assignments during the semester and test tasks;

A **‘unsatisfactory’** grade is awarded for poor and incomplete completion of calculation assignments during the semester and test assignments.

3. List of assessment methods

Brief description of the assessment methods used for ongoing monitoring of academic progress and interim assessment of the student in the subject:

Name of assessment tool	Brief description of the assessment tool	Description of the assessment tool
Test (Test)	System of standardised tasks, enabling the process of assessing a learner’s knowledge and skills	Set of test tasks

4. A list of assessment tasks or other materials required to assess the knowledge, abilities and skills that characterise the stages of competence development during the study of the subject

For ongoing assessment of TK1:

Competence being assessed: UC-2.2, GPC-2.5.

Test

Question	Answer options
Management is based on:	the findings of scientific research
	a system of economic laws
	rules and social norms
Distribution of exclusive rights (exclusive) means:	a deliberate, sharp restriction on the number of intermediaries at each level of the channel and their exclusive rights to sell goods
	the use of wholesale and retail intermediaries to enable them to combine the product’s prestigious image with good sales and control over the movement of goods
	the widest possible distribution of goods among intermediaries, solely for the convenience of customers
Commercial risk:	the risk of making marketing decisions
	irregular utilisation of equipment
	late payment of wages

For ongoing monitoring of TK2:

Competency being assessed: GPC-1.1, GPC-2.5.

Test

<i>Question</i>	<i>Answer options</i>
The relationship between demand, supply and price at a given moment is known as ... of the market:	capacity
	elasticity
	market conditions
	size
Correct (logical) sequence of implementation of the elements of the management process is:	management actions
	management situation
	management decision
	management functions
Continue the definition: self-management is the management of basic personal resources, such as:	material, financial and informational resources
	time, activity, financial capacity, education
	time, money, health
	home, family, work

For the mid-term assessment:

The mid-term assessment consists of 20 exam papers, each containing 2 questions. Paper No. 1.

1. The role and responsibilities of a manager.
2. Management performance indicators. Question

2

1. Trends in modern management.
2. Planning personal work.