



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

APPROVED

Director of the Institute of Digital
Technologies and Economics

_____ Zainullin R.R.

«24» _____ February _____ 2026

WORK PROGRAM FOR THE DISCIPLINE

B2.M.02(I) Industrial Internship (Technological Specialization)

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	Doctor of Social Sciences, prof.	Makhiyanova A.V.

Approval	Name of department	Date	Minutes No.	Signature
Approved	Management	10.02.2026	Protocol №5	Head of Department, Doctor of Social Sciences, Professor Makhiyanova A.V.
Agreed	Management	10.02.2026	Protocol №5	Head of the Department., Doctor of Social Sciences, prof.Makhiyanova 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 of the academic/work placement

The aim of the placement is to acquire professional skills and practical experience in organisational management, and to develop practical skills for addressing strategic and operational management challenges.

The objectives of the placement are:

- to consolidate knowledge in the field of project task resolution;
- to consolidate and apply knowledge of the core disciplines covered by the curriculum through the study of practical experience within organisations;
- mastering quantitative and qualitative methods used in organisational management and project activities;
- developing skills for independent work, practical participation in projects and staff activities;
- selecting necessary and effective methods, techniques and tools for resolving practical management issues;
- consolidating and expanding theoretical and practical skills relevant to the future career path, and gathering materials for the final qualification project.

Competencies developed through practical training, planned learning outcomes, and their correlation with competency achievement indicators:

Competence code and name	Indicator code and name
UC-1 Able to search for, critically analyze, and synthesize information, apply a systematic approach to solving assigned tasks.	UC-1.2 Uses a systematic approach to solving tasks, masters logical methods of information processing, distinguishes facts from opinions, hypotheses, and interpretations.
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-2.6 Able to collect, process, and analyze the initial information necessary to solve management and economic tasks using modern tools.
GPC-4 Able to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity and organizations.	GPC-4.1 Able to make organizational and management decisions and evaluate new market opportunities based on an analysis of the effectiveness of resource use.
GPC-4 Able to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity and organizations.	GPC-4.2 Applies methods of financial and economic analysis of information contained in financial statements to make management decisions, develop business plans, and develop new areas of activity for organizations.

2. The role of the work placement (industrial placement) within the programme structure

The industrial placement (technological) forms a compulsory part of the curriculum for the 38.03.02 Management programme.

3. Forms and methods of conducting the placement

Method of conducting the placement: on-site

on-site, off-site

Form of the placement discrete

continuous, discrete

Methods and forms of conducting the placement for people with disabilities and those with limited health capabilities.

For people with disabilities, the choice of placement locations is agreed in accordance with accessibility requirements for this category of students:

- all items in the work area must be securely fixed;
- where necessary, additional space is provided for the disabled person (e.g. for a wheelchair user);
- where necessary, additional lighting for the work station may be provided;
- all equipment and furniture used by a person with a disability who uses a wheelchair must be located within reach.
- a workstation involving computer work shall, where necessary, be equipped with a special keyboard and a special computer mouse.

The workplace for the practical training is organised by the training centres and must comply with the required health and safety standards

4. Place and time of the practical training

The practical training takes place in the 3 year(s) in the 6 semester(s). Duration of the practical training (weeks) 2

The venue(s) for the practical training is/are KSPEU

5. Scope, structure and content of the practical training

5.1. Scope of the practical training

For decentralized

Type of academic work	Total ZE	Total hours	Semester 4
TOTAL WORKLOAD OF THE PLACEMENT	3	108	108
INDEPENDENT STUDY BY THE STUDENT	3	108	108
Mid-term assessment:	Graded assessment		

5.2. Structure and content of the placement

№ п/п	Sections (stages) and content of the practical training	Competency codes with indicators	Assessment methods and forms of ongoing assessment
1	2	3	7
1	Preparatory stage		
1.1	Induction and paperwork for the work placement	UC-1.2	Oral individual interview
2	Working phase*		
2.1	Familiarisation with the guidelines for gathering information for the placement.	GPC-2.6	Face-to-face individual interview
2.2	An examination of the organisation's history and general profile, its legal and organisational structure; and the composition of its structural units.	GPC-4.1	Face-to-face individual interview
3	Reporting phase		
3.1	Completing the necessary documents relating to the work placement, the final report and the logbook in accordance with the established procedure	GPC-4.2	Face-to-face individual interview

* The content of the practical placement is determined according to the nature and type of placement

5.3. List of suggested individual practical assignments

- identifying the organisation's main areas of activity and aligning them with the projects set out in the organisation's strategy and strategic plan;
- evaluating projects and programmes for the implementation of technological and product innovations;
- analysing the organisation's activities in a competitive environment;
- conducting an analysis of projects for the development of a structural unit;
- conducting an analysis of the organisation's project activities (using the example of 'name of organisation');
- assessing staff performance;

- investigating the causes of staff turnover within the organisation;

6. Assessment of the results of the work placement

The results of the work placement are assessed through ongoing monitoring of progress and an interim assessment.

Ongoing monitoring of progress takes place throughout the work placement period and includes an individual oral interview.

The interim assessment for the placement takes the form of a graded assessment, which is conducted as a public defence of the placement report. The final assessment for the placement is the mark awarded during the student's interim assessment, taking into account the results of ongoing progress monitoring and the evaluated feedback on the student's performance provided by the placement supervisor from the relevant organisation.

Upon completion of the placement, the student submits a report:

No	List of reporting documents
1	A copy of the student's work placement agreement*
2	A copy of the administrative document appointing the head of the practice from among the staff of the relevant organisation
3	An approved individual placement assignment, including a work schedule (plan), agreed with the placement supervisor from the relevant organisation
4	Practical training logbook bearing a record of completion of the introductory health and safety briefing and the workplace health and safety briefing, signed by the practical training supervisors from the relevant organisation and KGEU
5	A reference letter from the placement supervisor at the relevant organisation, certified by the organisation's signature and stamp (to be included in the placement log)
6	Student's work placement report, prepared in accordance with the requirements

** Not required for placements within KGEU's departments, at partner departments, or where long-term cooperation agreements are in place regarding the organisation of student placements*

Assessment scale for the placement:

Competency code	Competence indicator code	Planned learning outcomes for the course	Level of development of the competence indicator			
			High	Medium	Below average	Low
			from 85 to 100	from 70 to 84	from 55 to 69	from 0 to 54
			Grading scale			
			great	good	satisfactory	bad
	UC-1.2 Uses a	know: the fundamentals of a systematic approach to solving the tasks at hand	credited			not counted

UC-1 Able to search for, critically analyze, and synthesize information, apply a systematic approach to solving assigned tasks.	systematic approach to solving tasks, masters logical methods of information processing, distinguishes facts from opinions, hypotheses, and interpretations.					
			Level of knowledge of the fundamentals of a systematic approach to solving the tasks set	Level of knowledge of the fundamentals of a systematic approach to solving the tasks set	Minimum acceptable level of knowledge of the fundamentals of systems	Level of knowledge of the fundamentals of a systematic approach to solving
			the main tasks in a scope corresponding to the training programme, without errors	In the solutions to these problems, which correspond to the scope of the syllabus, there are a few minor errors	There are many minor errors in the approach to solving the tasks set	tasks set below the minimum requirements; there are serious errors
		be able to: search for the necessary information, and carry out a systematic analysis and interpretation of it				
			All key skills have been	All key skills have	The following key skills	When tackling standar

						serious errors
<p>GPC-2 Is able to collect, process, and analyze data necessary for solving management tasks using modern tools and intelligent information and analytical systems</p>	<p>GPC-2.6 Able to collect, process, and analyze the initial information necessary to solve management and economic tasks using modern tools.</p>	<p>Know: the main methods of collecting and processing information</p>				
			<p>Level of knowledge of the main methods of collecting and processing information to an extent consistent with the training programme, without errors</p>	<p>Level of knowledge of the basic methods of collecting and processing information to an extent consistent with the syllabus; there are a few minor errors</p>	<p>At a minimum, the acceptable level of basic methods for collecting and processing information; there are many minor errors</p>	<p>When tackling standard tasks, the student has not demonstrated the basic skills required to apply the main methods of collecting and processing information; there are serious error</p>
		<p>be able to: use modern tools to solve management and economic problems</p>				
			<p>All skills in using modern tools to solve the management and economic tasks in full</p>	<p>All skills in using modern tools to solve the management and economic tasks with minor errors, all tasks were</p>	<p>Demonstrated ability to use modern tools to address the management and economic tasks with minor errors, all tasks have been completed, but not in full</p>	<p>When tackling standard tasks, they have not demonstrated the ability to use modern tools to solve the tasks set in the management of</p>
				<p>completed in full, with some</p>		<p>administrative and economic tasks,</p>

				shortcomings		serious errors occur
		be familiar with: the main methods of gathering and processing information				
		Demonstrated proficiency in the basic methods of collecting and processing information without errors or omissions	Basic skills in the use of key methods for collecting and processing information have been demonstrated, with some shortcomings	Possesses a basic set of skills in the fundamental methods of collecting and processing information, with some shortcomings	When solving standard problems, basic skills in the main methods of collecting and processing information are not demonstrated, and serious errors occur	
GPC-4 Able to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity and organizations.	GPC-4.1 Able to make organizational and management decisions and evaluate new market opportunities based on an analysis of the effectiveness of resource use.	know: the basics of organisational and managerial decision-making				
		Basic knowledge of organisational and managerial decision-making, to the extent required by the programme	Basic knowledge of organisational and managerial decision-making, to the extent required by the programme	The minimum acceptable level of knowledge required for organisational and managerial decision-making is	The level of knowledge regarding the fundamentals of organisational and managerial decision-making falls below the minimum requirements, serious mistakes	
		to know: methods of financial and economic analysis of information				
		Level of knowledge of the fundamentals of organisational	Level of knowledge of the fundame	The level of knowledge	At a minimum, the	The level of knowledge

GPC-4 Able to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity and organizations	GPC-4.2 Applies methods of financial and economic analysis of information contained in financial statements to make management decisions, develop business plans, and develop new areas of activity for organizations.	and managerial decision-making, to the extent required by the training programme, without errors	amentals of organisational and managerial decision-making, to the extent required by the training programme, without errors	regarding the fundamentals of organisational and managerial decision-making, as covered in the syllabus, shows a few minor errors	acceptable level of knowledge regarding the fundamentals of organisational and managerial decision-making; there are many minor errors	regarding the fundamentals of organisational and managerial decision-making falls below the minimum requirements, and serious errors occur	
		be able to: draw up a business plan					
		All the skills required to draw up a business plan have been demonstrated in full	All the skills required to draw up a business plan have been demonstrated in full	All skills required to conduct an assessment and draw up a business plan have been demonstrated, with few errors; all tasks have been completed in full, with some shortcomings	I have demonstrated the ability to draw up a business plan with few errors, and have completed all tasks, though not in full	When tackling standard tasks, they have not demonstrated the ability to draw up a business plan, and serious errors occur	
		be proficient in: methods of preparing financial statements					
		Demonstrated	Demonstrat	Basic skills	There is a	When	

		proficiency in the methods of preparing financial statements without errors or omissions	ed proficiency in the methods of preparing financial statements without errors or omissions	in the preparation of financial statements have been demonstrated, albeit with some shortcomings	basic understanding of the methods used in the preparation of financial statements, albeit with some shortcomings	tackling standard tasks, the student has not demonstrated the basic skills required to apply the methods of preparing financial statements; there are serious errors
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A grade of '**Excellent**' is awarded for the completion of calculation assignments during the semester; test exercises; a thorough understanding of the technical methods for calculating material consumption rates; and comprehensive and substantive answers to the examination 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 the completion of calculation assignments during the semester and test assignments;

An '**Unsatisfactory**' grade is awarded for poor and incomplete completion of calculation assignments during the semester and test assignments.

5. Teaching, methodological and informational resources for the course

5.1. Teaching and methodological resources

5.1.1. Core reading list

1. Yefimov, V. V., Quality Management Tools and Methods: A Study Guide / V. V. Yefimov. — Moscow: KnoRus, 2023. — 225 p. — ISBN 978-5-406-11153-6. —

URL: <https://book.ru/book/948755>. — Text: electronic.

2. Corporate Social Responsibility: Textbook / M. A. Eskinarov, I. Yu. Belyaeva, E. Yu. Belyaeva [et al.]; edited by: I. Yu. Belyaeva, M. A. Eskinarov. - 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: 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., Huzing, 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.

7.2.3. Licensed and freely distributable software for the course

WinAVR Software package for Windows operating systems <https://simple-devices.ru/>

SQL Server Enterprise Edition 2008R2 Russian OpenLicensePack NoLevel Academic Edition Enterprise data management platform. Software product for messaging and collaboration ZAO

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 AcademicEdition UsrCAL Server operating system from Microsoft. SoftLineTrade CJSC No. 32081/KZN12 dated 14 March 2011

8. Logistical support for the placement

Title of the assignment	Name of the lecture theatre, specialist laboratory	List of required equipment and teaching aids
Preparatory	A classroom designed for lectures	Specialised educational furniture and technical teaching aids designed to present educational content to a large audience (multimedia projector, computer (laptop), screen), demonstration equipment, and visual teaching aids
Working	A teaching room for seminar-style sessions, group and individual consultations, ongoing assessment and mid-term examinations	Specialist educational furniture, technical teaching aids (multimedia projector, computer (laptop), screen) and so on
Report	Training laboratory «_____», _____	Specialised laboratory equipment relevant to the laboratory's field of work:
	Computer room with internet access _____	Specialist educational furniture, technical teaching aids (multimedia projector, computer (laptop), screen), licensed software
	Computer room with internet access B-600a	Specialised classroom furniture for 30 students, 30 computers, technical teaching aids (multimedia projector, laptop, screen), video cameras, software
Independent study	Computer room with internet access B-600a	Specialised classroom furniture for 30 seats, 30 computers, teaching aids (multimedia projector, laptop, screen), video cameras, software Specialised classroom furniture for 30

	Library reading room	Specialist furniture, computer equipment with internet access and access to the EIOS, a screen, a multimedia projector, software
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9. Conditions for work-based learning for people with disabilities

Work-based learning for students with disabilities is organised taking into account the specific characteristics of their physical and mental development, individual capabilities and state of health.

The choice of placement locations is made taking into account their health status and accessibility requirements. When determining placement locations for students with disabilities and those with special needs, the recommendations of the medical and social assessment, as reflected in the individual rehabilitation programme for the disabled person, regarding recommended conditions and types of work are taken into account. Where necessary, special workstations are created for the placement in accordance with the nature of the impairments, as well as taking into account the professional field of activity and the nature of the work functions performed by the student with a disability.

The types of placements for students with special educational needs and disabilities are:

- work in the library compiling a catalogue of literary sources for studying the topics included in the practical training programme;
- work in laboratories and centres attached to the graduating/base department;
- examination of the topics covered by the practical training programme, comparative analysis of the material studied, and formulation of conclusions and proposals;
- preparation, based on the results of the placement, of material for a presentation at a scientific and practical conference and an article for a collection of papers;
- participation in international and Russian conferences;
- consultation with the placement supervisor on matters of interest relating to the placement;
- preparing and presenting a report on the work placement

№	№ the section on making changes	Date of amendment	Summary of changes	'Approved' Head of the Department responsible for implementation	'Approved' by the Chair of the Academic Council of the institute (faculty) to which the graduating class belongs
1	2	3	4	5	6
2					
3					



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ASSESSMENT MATERIALS

B2.M.02(I) Industrial Internship (Technological Specialization)

Kazan, 2026

Assessment materials for industrial (technological) work placements are designed to evaluate learning outcomes against the indicators of competence attainment.

The assessment of learning outcomes for the subject is carried out through continuous assessment (CA) and interim assessment, conducted using the points-based rating system (PS).

Continuous assessment of academic progress ensures the evaluation of the practical training process and is conducted in the form of individual and/or group questioning (oral or written); the defence of project presentations and other tasks completed individually or by a group of students; monitoring of students' independent work, etc. (select as appropriate or add).

Interim assessment aims to determine the extent to which the planned learning outcomes for the practical training have been achieved over a specific period and is conducted in the form of a graded assessment.

Assessment materials include tasks for ongoing progress monitoring and interim assessment of students, developed in accordance with the work programme (academic/industrial) for the practical training.

1. Process flow chart

Semester 6 _____

Stage name	Key performance indicators					
	Forms and types of	I ongoing monitoring	II ongoing monitorin	III ongoing monitoring	Total	Mid-term assessment
Preparatory	TK1	5			5	
Face-to-face interview		5				
Working	TK2		30		30	
Face-to-face interview			30			
Reporting	TK3			20	20	
Face-to-face interview				20		
Mid-term assessment (graded test)	OM					0-45

2. Assessment materials for ongoing monitoring and mid-term assessment

Grading scale for learning outcomes in the subject:

Competency code	Competence indicator code	Planned learning outcomes for the course	Level of development of the competence indicator			
			High	Medium	Below average	Low
			from 85 to 100	from 70 to 84	from 55 to 69	from 0 to 54

			Grading scale			
			great	good	satisfactory	bad
			credited			not counted
UC-1 Able to search for, critically analyze, and synthesize information, apply a systematic approach to solving assigned tasks.	UC-1.2 Uses a systematic approach to solving tasks, masters logical methods of information processing, distinguishes facts from opinions, hypotheses, and interpretations.	know: the fundamentals of a systematic approach to solving the tasks at hand				
		Level of knowledge of the fundamentals of a systematic approach to solving the tasks set	Level of knowledge of the fundamentals of a systematic approach to solving the tasks set	Minimum acceptable level of knowledge of the fundamentals of systems	Level of knowledge of the fundamentals of a systematic approach to solving	
Competency code	Competence indicator code	Planned learning outcomes for the course	Level of development of the competence indicator			
			High	Medium	Below average	Low
			from 85 to 100	from 70 to 84	from 55 to 69	from 0 to 54
			Grading scale			
			great	good	satisfactory	bad
			credited			not counted
UC-1 Able to search for, critically analyze, and synthesize information, apply a systematic approach to solving assigned tasks.	UC-1.2 Uses a systematic approach to solving tasks, masters logical methods of information processing, distinguishes facts from opinions, hypotheses, and interpretations.	know: the fundamentals of a systematic approach to solving the tasks at hand				
		Level of knowledge of the fundamentals of a systematic approach to	Level of knowledge of the fundamentals of a systematic approach to	Minimum acceptable level of knowledge of the fundamentals of systems	Level of knowledge of the fundamentals of a systematic approach	

			solving the tasks set	solving the tasks set		to solving
			the main tasks in a scope corresponding to the training programme, without errors	In the solutions to these problems, which correspond to the scope of the syllabus, there are a few minor errors	There are many minor errors in the approach to solving the tasks set	tasks set below the minimum requirements; there are serious errors
		be able to: search for the necessary information, and carry out a systematic analysis and interpretation of it				
			All key skills have been demonstrated and will be applied to the search for the necessary information, systematic analysis and interpretation in full	All key skills have been demonstrated; they are able to search for the necessary information, conduct a systematic analysis and interpret the results with few errors; all tasks have been completed in full, but there are	The following key skills have been demonstrated: the ability to search for the necessary information, conduct a systematic analysis and interpret the results with few errors, all tasks have been completed, but not in full	When tackling standard tasks, the core skills required to search for the necessary information, conduct a systematic analysis and interpret the results are not demonstrated; serious errors occur

				some shortcomings		
		be proficient in: logical methods of information processing				
			Demonstrated proficiency in logical methods of data processing	Basic skills in the use of logical methods have been demonstrated	There is a basic set of skills in logical processing methods	When solving standard problems, basic skills have not been demonstrated
			information free from errors and omissions	processing and information with some shortcomings	and information with some shortcomings	proficiency in logical methods of information processing, there are serious errors
		Know: the main methods of collecting and processing information				
GPC-2 Is able to collect, process, and analyze data necessary for solving management tasks using modern tools and intelligent informati	GPC-2.6 Able to collect, process, and analyze the initial information necessary to solve management and economic tasks using modern tools.		Level of knowledge of the main methods of collecting and processing information to an extent consistent with the training programme, without errors	Level of knowledge of the basic methods of collecting and processing information to an extent consistent with the syllabus; there are a few minor errors	At a minimum, the acceptable level of basic methods for collecting and processing information; there are many minor errors	When tackling standard tasks, the student has not demonstrated the basic skills required to apply the main methods of collecting and processing information; there are

on and analytical systems.						serious error
	be able to: use modern tools to solve management and economic problems					
		All skills in using modern tools to solve the management and economic tasks in full	All skills in using modern tools to solve the management and economic tasks with minor errors, all tasks were completed in full, with some shortcomings	Demonstrated ability to use modern tools to address the management and economic tasks with minor errors, all tasks have been completed, but not in full	When tackling standard tasks, they have not demonstrated the ability to use modern tools to solve the tasks set in the management of administrative and economic tasks, serious errors occur	
GPC-4 Able to	be familiar with: the main methods of gathering and processing information					
		Demonstrated proficiency in the basic methods of collecting and processing information without errors or omissions	Basic skills in the use of key methods for collecting and processing information have been demonstrated, with some shortcomings	Possesses a basic set of skills in the fundamental methods of collecting and processing information, with some shortcomings	When solving standard problems, basic skills in the main methods of collecting and processing information are not demonstrated, and serious errors occur	
	know: the basics of organisational and managerial decision-making					
		Basic	Basic	The	The	

<p>identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity and organizations.</p>	<p>GPC-4.1 Able to make organizational and management decisions and evaluate new market opportunities based on an analysis of the effectiveness of resource use.</p>		<p>knowledge of organizational and managerial decision-making, to the extent required by the programme preparation, without errors</p>	<p>knowledge of organizational and managerial decision-making, to the extent required by the programme, there are a few minor errors</p>	<p>minimum acceptable level of knowledge required for organizational and managerial decision-making is a number of minor errors</p>	<p>level of knowledge regarding the fundamentals of organizational and managerial decision-making falls below the minimum requirements, there are serious errors</p>
		<p>be able to: assess new market opportunities based on a performance analysis</p>				
			<p>Has demonstrated all the skills required to assess new market opportunities based on a comprehensive analysis of performance</p>	<p>All skills required to assess new market opportunities based on an analysis of performance, with no major errors, have been demonstrated; all tasks have been completed in full, with some shortcomings</p>	<p>Demonstrated the ability to assess new market opportunities based on an analysis of performance, with minor errors; all tasks were completed, but not in full</p>	<p>When dealing with standard tasks, they have not demonstrated the ability to assess new market opportunities based on an analysis of performance; there are serious errors</p>
<p>be proficient in: methods of performance analysis in management</p>						

		The skills in applying methods of performance analysis in management have been demonstrated without errors or shortcomings	The skills in applying methods of performance analysis in management have been demonstrated without errors or shortcomings	Basic skills in applying performance analysis methods in management have been demonstrated, albeit with some shortcomings	Possesses a basic set of skills in applying performance analysis methods in management, albeit with some shortcomings	When solving standard tasks, there is no evidence of basic proficiency in the methods of performance analysis in management serious mistakes	
GPC-4 Able to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity and organizations.	GPC-4.2 Applies methods of financial and economic analysis of information contained in financial statements to make management decisions, develop business plans, and develop new areas of activity for organizations.	to know: methods of financial and economic analysis of information					
		Level of knowledge of the fundamentals of organisational and managerial decision-making, to the extent required by the training programme, without errors	Level of knowledge of the fundamentals of organisational and managerial decision-making, to the extent required by the training programme, without errors	The level of knowledge regarding the fundamentals of organisational and managerial decision-making, as covered in the syllabus, shows a few minor errors	At a minimum, the acceptable level of knowledge regarding the fundamentals of organisational and managerial decision-making; there are many minor errors	The level of knowledge regarding the fundamentals of organisational and managerial decision-making falls below the minimum requirements, and serious errors occur	
		be able to: draw up a business plan					
		All the skills required to draw up a business plan have been demonstrated in full	All the skills required to draw up a business plan have been demonstrated in full	All skills required to conduct an assessment and draw up a business plan have been	I have demonstrated the ability to draw up a business plan with few errors, and have completed	When tackling standard tasks, they have not demonstrated the ability to draw up	

				demonstrated, with few errors; all tasks have been completed in full, with some shortcomings	all tasks, though not in full	a business plan, and serious errors occur
		be proficient in: methods of preparing financial statements				
		Demonstrated proficiency in the methods of preparing financial statements without errors or omissions	Demonstrated proficiency in the methods of preparing financial statements without errors or omissions	Basic skills in the preparation of financial statements have been demonstrated, albeit with some shortcomings	There is a basic understanding of the methods used in the preparation of financial statements, albeit with some shortcomings	When tackling standard tasks, the student has not demonstrated the basic skills required to apply the methods of preparing financial statements; there are serious errors

A grade of '**Excellent**' is awarded for the completion of calculation assignments during the semester; test exercises; a thorough understanding of the technical methods used to calculate material consumption rates; and comprehensive and substantive answers to the examination 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 the completion of calculation assignments during the semester and test assignments;

An '**Unsatisfactory**' grade is awarded for poor and incomplete completion of calculation assignments during the semester and test assignments.