

Agriculture Ministry of the Republic of Kazakhstan  
S. Seifullin Kazakh Agrotechnical Research University

Reviewed  
at the meeting of the Academic  
Council of the University  
Protocol №14  
"27" april 2023

APPROVED  
by Chairman of the Management  
Board-Rector of S.Seifullin Kazakh  
Agrotechnical Research University"  
K. Tireuov  
" 04 " 2023



**DOUBLE DIPLOMA EDUCATIONAL PROGRAM**

"7M04117- Agricultural business "

(code and name of the program)

Code and classification of the field of education:

7M04 Business, Management and Law

Code and classification of training areas:

7M041 Business and Management

Code in the International Standard Classification of Education: 410

Degree/qualification awarded: Master of Economic Sciences in the educational program 7M04117 "Agricultural Business"

Duration of training: 2 years

Astana 2023

Academic committee:

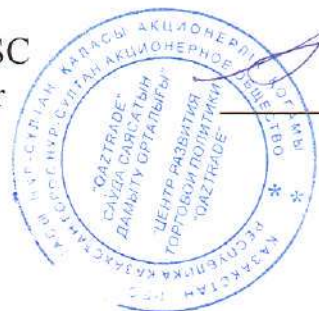
1. Zamira Mukhambetova – Ph.D., acting professor;
2. Raushan mussina - Ph.D., Associate Professor;
3. Nurlan Kulbatyrov – Deputy General Director of QazTrade JSC Trade Policy Center

The Academic Committee was approved by order of the NJSC "Seifullin KATRU" №374-H dated October 18, 2023

**Educational program "Agricultural business"**  
reviewed at the meeting of Economics Department  
Protocol №11 of April 10, 2023

Approved by the Faculty Council  
Protocol №10 of April 24, 2023

Head of the Economics Department  A. Temirova  
Chairman of FCAQ  G. Rakhimova  
Dean of the Faculty  N. Nurmuhametov  
Employer, deputy  
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## **1.Passport of the educational program**

The educational program "Agricultural business" involves students studying various aspects of entrepreneurial activity in the fields of agriculture and the agro-industrial complex. The Company is interested in training highly qualified specialists with knowledge of the specifics of the agricultural business, as this can contribute to the intensification of economic development and increase public welfare.

The implementation of the educational program meets the needs of society for competent labor resources and can contribute to the development of entrepreneurship in rural areas, expand the use of sustainable methods, technological advances and innovative approaches in the conduct of agricultural business. Specialized training can contribute to long-term economic growth, local and international food security, rural community development, and informed agricultural policy decision-making.

The educational program involves the formation of universal, general professional and professional competencies, the development of skills for their implementation in practice, in accordance with the requirements of the educational standard, allowing the graduate to work successfully in a certain field of activity and contribute to his demand in the labor market.

### **1.1 The purpose of the educational program:**

The purpose of the educational program is to train personnel at the local and international level who have professional skills in the development and adoption of economically sound management decisions for agricultural business organizations in the agro-industrial complex.

### **Objectives of the educational program:**

- formation of students ' necessary knowledge about the essence and features of conducting agricultural business and its relationships with various participants in economic relations;
- development of skills in analyzing, predicting and modeling economic processes, identifying problems and trends in the agricultural business, preparing and implementing effective management decisions based on the conclusions drawn;
- development of abilities to develop innovative proposals, use digital technologies for conducting agricultural business and investment design skills;
- ensuring that students acquire the necessary knowledge to carry out scientific and pedagogical activities using modern research and teaching methods, digital technologies and innovative approaches in practice;
- development of skills of independent organization of scientific research concerning agricultural business issues with the development of sound recommendations and suggestions based on their results;
- formation of the ability to manage economic services and divisions;
- formation of the ability to make forecasts for the development of various systems;
- formation of abilities to develop digital models of agricultural enterprises;
- formation of abilities to develop analytical materials.



## **1.2 Learning outcomes**

LO 1. Possess knowledge about the development of science and its philosophy, operate a scientific and conceptual apparatus, understand the methodology of scientific research and apply the knowledge gained in scientific, pedagogical and research practice.

LO 2. Perceive information in a foreign language at a business and professional level, use language skills to communicate with a foreign party, and implement tasks within the framework of professional activities.

LO 3. Possess the skills necessary for teaching in higher educational institutions, have knowledge of effective methods of organizing the educational process.

LO 4. Have the ability to understand the peculiarities of employee behavior in the team, effectively manage the human resources of agribusiness entities, keep managerial records at enterprises, create a psychologically comfortable atmosphere and motivate staff to achieve high results.

LO 5. Master the skills of analyzing economic processes at the level of microeconomics and macroeconomics, identify problems, trends and patterns of economic development of both individual economic entities and economies as a whole, and develop economic solutions.

LO 6. Have knowledge about the peculiarities of agricultural production, ensuring the effective use of resources, factors affecting the economic results of agricultural activities, issues of information and consulting support for agribusiness.

LO 7. Demonstrate the ability to model processes and systems development, predict the activities of organizations based on the analysis of the current situation and trends using methods of economic and mathematical modeling, statistical and econometric tools.

LO 8. Have knowledge of the essence and features of contract law in the era of digital transformation of agribusiness, the architecture of the corresponding digital models, and understand various aspects of the use of information databases.

LO 9. Possess the skills of forecasting and planning, risk management in agribusiness using analytical procedures in auditing, expertise, marketing activities, taking into account the specifics of agricultural entrepreneurship, financial and economic security issues, climate change and sustainable development factors.

LO 10. Have knowledge about the functioning and opportunities of entering the world markets of food and agricultural products, about issues of an international political nature in the context of agribusiness.

## **2. General characteristics of the educational program**

The educational program provides conditions for:

- obtaining professional knowledge in the field of agricultural business and economics in general, corresponding to the level of the educational program;
- deepening the existing general theoretical, methodological and practical knowledge of students, taking into account the chosen specialty;
- development of students' ability to establish business relationships with potential business partners and market participants, including through competent



and developed speech, foreign language skills, understanding of cultural, ethical and legal aspects of interaction between the parties;

- developing students' initiative, increasing their innovative activity, creative potential and competitiveness in the labor market;

- development of students' self-improvement skills, self-mastery of new knowledge in order to improve their own skills;

- selection of individual features of training by undergraduates and provision of targeted training within the framework of orders of organizations;

- training of specialists with a high level of responsibility from a professional point of view and as members of society who are able to clearly formulate scientific and practical problems, successfully apply the acquired knowledge and skills in scientific, pedagogical and professional activities.

**The relevance** of the educational program "Agricultural Business" is due to the importance of agriculture and the agro-industrial complex in ensuring sustainable social and economic development and food security. In the context of instability in the world energy markets, training of specialists in agricultural business is becoming particularly important for countries that export the corresponding raw materials and have opportunities for developing agricultural production. Currently, there is an expansion of Russian-Kazakh economic cooperation, and there are many agreements between the countries. This educational program involves the training of competent specialists with specialized knowledge about the agricultural business, who can in the future contribute to solving current problems of the agricultural sector and help to realize various opportunities in this sector.

**Features of the program.** For the training of undergraduates, a highly qualified teaching staff will be formed, which will include specialists from Peoples' Friendship University of Russia and S. Seifullin Kazakh Agrotechnical Research University. In the course of training, undergraduates will be able to master modern research methods.

**Competitive advantages.** The educational program is primarily aimed at training specialists for international agribusiness and has a practice-oriented nature. An approach that involves conducting classes with the participation of well-known scientists and specialists with significant practical experience, including experience in agribusiness, can provide competitive advantages of an educational program. Advantages for training and research activities can also be provided due to the presence of a well-developed university infrastructure, the functioning of specialized classrooms, and subsidiaries.

The duration of study at S. Seifullin Kazakh Agrotechnical Research University according to the educational program is 1 year (1,2 semestr).

The duration of study at the Peoples' Friendship University of Russia under the educational program is 1 year (3,4 semestr).

The total duration of training under the educational program is 2 years.

**Unikality.** The educational program "Agricultural Business" was jointly developed and will be implemented by Peoples' Friendship University of Russia and the S. Seifullin Kazakh Agrotechnical Research University to train highly qualified specialists in agricultural business based on the integration of efforts and



accumulated knowledge in the field of educational, methodological and research activities. Leading scientific and teaching staff of higher education institutions will be involved in the implementation of the educational program. The program is aimed at training specialists who are able to solve a wide range of tasks, use advanced technologies and solutions to achieve the goals currently facing enterprises and organizations in the agricultural sector anywhere in the world.

The joint educational program "Agrarian Business" has been jointly developed and will be implemented by the Peoples' Friendship University of Russia and the Kazakh Agrotechnical Research University named after S. Seifullin to train highly qualified specialists in agricultural business based on the integration of efforts and accumulated knowledge in the field of educational, methodological and research activities. Leading scientific and teaching staff of universities will be involved in the implementation of the joint educational program. The joint program is aimed at training specialists capable of solving a wide range of tasks, using advanced technologies and solutions to achieve the goals currently facing enterprises and organizations of the agricultural sector anywhere in the world.

According to the results of the development of the educational program and subject to the successful completion of the final tests by the students completing the development of the educational program, the Parties issue to the students a document on education and/or qualifications of the established sample and appendices to it (if the latter is provided for by the legislation of the state in which such a document on education was issued):

from Peoples' Friendship University of Russia: upon successful completion of the educational program to students A degree will be awarded and a Master's degree in Economics and Diploma Supplement will be issued.

from S. Seifullin Kazakh Agrotechnical Research University: upon successful completion of the educational program, students will be awarded an academic Master's degree in the educational program "Agricultural Business" and a diploma and a transcript will be issued

At the same time, the final tests are held in the organization where the student completes his training.

**Stakeholders.** The implementation of the educational program meets the expectations of stakeholders representing the state, quasi-state and private sectors, the goals and objectives of the Peoples' Friendship University of Russia and the S. Seifullin Kazakh Agrotechnical Research University. Students who successfully complete the educational program will be able to master new knowledge and skills. The teaching staff will be able to take into account the content of this program for the effective organization of the educational process, prepare personnel for interested parties.

### 3. Competence model (portrait) the graduate

Learning outcomes are determined based on Dublin Descriptors of the second level and expressed in terms of competencies. The results of training are formulated both at the level of the entire program, and at the level of a module, a separate discipline.

Second-level descriptors assume the following abilities:



1) the ability to carry out a critical analysis of problem situations based on a systematic approach, develop an action strategy and apply ways to solve problem problems and identify their components and links between them;

2) ability to search for solutions to a problematic problem based on accessible and reliable sources of information, knowledge of a strategy for solving a problem situation based on systematic and interdisciplinary approaches

3) knowledge of procedures and mechanisms for assessing project quality, infrastructure conditions for implementing project results, ability to develop a project concept within the framework of the identified problem: formulation of goals, objectives, justification of relevance, significance, expected results and possible applications.

Future professionals will be able to acquire knowledge in the fields of economics, management, social sciences, agronomy and ecology, gain access to local and international experience, learn how to apply modern methods of land use planning and assessment of agroecosystems, as well as socio-cultural and natural resources. After completing their training in the Agricultural Business project programs, graduates will be able to independently apply the concepts of agricultural business development to the specifics of local conditions.

### **3.1 Areas of professional activity**

Training area 7M041 Business and Management in the educational program "Agricultural Business" is the activity of identifying business problems, clarifying the needs of stakeholders, justifying decisions and ensuring changes in the organization.

### **3.2 Types of professional activity**

Master's degree in 7M041 Business and management in the educational program "Agricultural Business" - prepares for the following types of professional activities:

- business continuity consultant;
- business analyst.
- senior analyst.
- consultant on production process management at agricultural enterprises;
- head of the organization.
- head in the field of defining the policy and planning of the company's activities;
- manager of financial, economic and administrative activities.

### **3.3 General education competencies**

The master's student must have general educational competencies that reflect the learning outcomes that characterize the student's abilities:

- carry out a critical analysis of problem situations based on a systematic approach, develop an action strategy;
- be able to search for solutions to a problem based on available and reliable sources of information;



- possess a strategy for solving a problem situation based on a systematic and interdisciplinary approach;
- possess the learning skills necessary to independently continue further education in the field under study.

### **3.4 Basic competencies**

The educational program provides for a broad basic professional training, which should be aimed at achieving the fundamental subject knowledge of future specialists. This should provide the master's student with a general integrated methodology of professional activity, develop the ability of future specialists to create professionally, and create a need for further improvement of the educational level.

The hierarchy of goals implies a transition from the fundamental foundations of classical education to basic disciplines of an economic nature and then to highly specialized disciplines of sustainable agriculture and rural development.

The educational program "Agricultural Business" contains:

- 1) theoretical training, including the study of cycles of basic and core disciplines;
- 2) additional types of training – various types of professional practices, research work of a master's student;
- 3) intermediate and final attestations.

The study of the cycle of basic disciplines is aimed at forming a set of fundamental knowledge in general theoretical, economic and managerial disciplines. Understanding the relationship between theoretical analysis and empirical data.

The cycle of core disciplines focuses on the study of key theoretical aspects of sustainable agriculture and rural development, theoretical and practical aspects of management at the macro -, meso- and micro levels.

### **3.5 Professional competencies**

Professional competencies in higher education institutions – knowledge, skills and abilities necessary for the effective implementation of professional activities in the relevant position.

Educational program "Agricultural Business" for training managerial personnel who possess modern knowledge and skills in the field of business, are able to manage processes and personnel assets, form the company's strategy, be able to define strategic and operational tasks and achieve them using scientific tools.

## **4. Professional practice base**

Research (industrial) internship for a master's student is a mandatory stage of the main master's degree program, after completing the semester and passing exams. To complete an internship means to conduct research work on the basis of a specific enterprise. This is a good opportunity to consolidate the theoretical knowledge gained and form skills for their practical application. The scope of work to be done and the schedule of practical training are set by the Curriculum. The student can choose the company where they can do their internship on their own. The base of industrial practice is selected in accordance with the scientific interests of the

master's student. The main bases of practice for undergraduates are such organizations as research institutes, agricultural organizations, farms, and peasant farms.

Upon completion of the internship, a report is written and submitted to the department's supervisor. There are certain requirements for creating a report. The internship of a master's student is evaluated on the basis of his / her accounting documentation. During their activity, they should keep regular diary entries about the stages of their research work. In the course of practical training, undergraduates collect material about the organization's activities, which is then used to write a report and prepare a master's thesis

The main partner university in implementing joint research projects, increasing academic mobility, and organizing research internships is the RUDN University. Production practice (for obtaining professional skills and professional experience: Association of Consulting and expert organizations "National Union of Expert Organizations", Joint-Stock Company "Russian Agricultural Bank", Miratorg (Agro-industrial Holding "Miratorg"), BUT the Association of industry unions of the Russian Agro-industrial Complex



## 5. Structure of the Master's degree program in the scientific and pedagogical direction

№	Name of cycles of disciplines and activities	Total labor intensity (S. Seifullin KATRU)	
		In academic hours	in academic credits
<b>1.</b>	<b>In academic credits</b>	<b>2640</b>	<b>88</b>
<b>1.1</b>	<b>Cycle of basic disciplines (BD)</b>	<b>1050</b>	<b>35</b>
1)	<b>University Component (UC):</b>	<b>600</b>	<b>20</b>
	including:		
	History and philosophy of science	150	5
	Foreign language (professional)	120	4
	Pedagogy of higher education	90	3
	Management Psychology	150	5
	Pedagogical practice	90	3
2)	<b>Optional Component (OC)</b>	<b>450</b>	<b>15</b>
	Climate Change and Sustainable Development/	150	5
	World markets for food and agricultural products		
	Methodology of scientific research	150	5
	Forecasting and strategic planning in agribusiness		
	Economic and mathematical modeling of agribusiness/	150	5
	Econometrics (advanced)		
<b>1.2</b>	<b>Cycle of major disciplines (MDC)</b>	<b>1590</b>	<b>53</b>
1)	<b>University component and (or) elective component</b>	<b>930</b>	<b>31</b>
	<i>including the university component (UC):</i>	<b>720</b>	<b>24</b>
	Entrepreneurship in the agricultural sector	120	4
	Modeling, analysis and selection of economic decisions in business	150	5
	Management Accounting (Advanced Level)	150	5
	Micro and macroeconomic analysis	150	5
	Agricultural and Resource Economics	150	5

	<i>including the optional component (OC):</i>	<b>210</b>	<b>7</b>
	Business planning in agribusiness/ Risk management in agribusiness	120	4
	Human Resource Management in Agribusiness / Contract Law in the Context of Digital Transformation of Agribusiness	90	3
<b>2)</b>	<b>Research Practice</b>	<b>660</b>	<b>22</b>
<b>2.</b>	<b>Research work of a master's student</b>	<b>720</b>	<b>24</b>
1)	Research work of a master's student, including an internship and a master's thesis	720	24
<b>3</b>	<b>Additional types of training (ATT)</b>		
<b>4</b>	<b>Final Attestation(FA)</b>	<b>240</b>	<b>8</b>
1)	Registration and defense of the master's thesis (RDMT)	240	8
	<b>Total</b>	<b>3600</b>	<b>120</b>





### Appendix 3. Matrix of achievability of generated learning outcomes in the educational program using academic disciplines

№	Name of discipline	Brief description of the discipline (30-50 words)	Number of credits	Generated learning outcomes (codes)										
				ON 1	ON 2	ON 3	ON 4	ON 5	ON 6	ON 7	ON 8	ON 9	ON 10	
<b>Cycle of basic disciplines</b>														
<b>University component</b>														
1	History and philosophy of science	Forms the skills of the methodological and dialectical approach to the research, summarizes philosophical knowledge, studies the issues of historical development, its structure, analyzes the patterns and trends of scientific knowledge, systematizes the effectiveness of research work.	5	v										
2	Foreign language (professional)	Forms foreign language communicative competence as a significant component of professional competence and the culture of scientific writing among students, which allows them to integrate into international scientific activities, allows them to freely operate the scientific and conceptual apparatus in their specialty, expand the scientific and information base, acquire broad scientific knowledge, identify promising areas of professional and scientific activities.	4	v										
3	Pedagogics of higher school	It allows undergraduates studying in the scientific and pedagogical direction to understand common problems, methodological and theoretical foundations of Higher School pedagogy, skills of analysis of teaching and upbringing, elements of modern planning and organization technologies.	3			v								
4	Psychology of management	Forming the skills of managing organized activities of people through the study of psychological laws and patterns of management and quality of work, developing the ability to make decisions scientifically, planning the activities of other people, and managing into an organization	5				v							











19	Contract Law in the Context of Digital Transformation of Agribusiness	<p>and the agro-industrial complex are considered. The best practices of human resource management at enterprises of different sizes, the results of research in this area are studied.</p> <p>The discipline involves the formation of students' knowledge about the modern conditions of agribusiness, in which special attention is paid to digital transformation, about the basics of contract law and the peculiarities of its application in the new realities. The issues of correct execution of contracts, as well as the consequences arising from contractual relations, are considered.</p>	3							v		
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