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Ministry of Science and Higher Education of the Russian Federation  
Federal State Budgetary Educational Institution of Higher Education  
«Ural State Economic University»  
(USUE)

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"APPROVED"

Rector of USUE

Y. P. Silin


January 2023

## REGULATIONS

Concerning the international competition of students of educational organizations  
of secondary vocational education

"ProfCOD: professional competencies, responsibility, achievements" specialty  
38.02.04 "Commerce (by industry)"

Ekaterinburg  
2023

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## 1. General regulations

1.1. This Regulation (hereinafter referred to as the Regulation) regulates the procedure for organizing and holding the International Competition for Students of Educational Institutions of Secondary Vocational Education "ProfCOD: Professional Competences, Responsibility, Achievements" in the specialty 38.02.04 "Commerce (by industry)" case (hereinafter referred to as the Competition).

1.2. The competition is held within the framework of the Congress of Strategists of the Eurasian Economic Youth Forum (hereinafter EEYF). Internet address of the EEYF website [www.eurasia-forum.ru](http://www.eurasia-forum.ru)

1.3. The competition:

Federal State Budgetary Educational Institution of Higher Education "Ural State University of Economics" (USUE), USUE College.

1.4. Organizers of the Competition:

Universities-organizers of foreign and regional EEYF sites that have chosen this competition for implementation on their sites. The list of foreign and regional sites that have chosen this Competition is indicated on the Competition page of the Congress of Economists and Financiers of the EEYF website, as well as on the foreign/regional Sites of the EEYF website themselves

1.5. The purpose of the Competition is to develop and improve the professional training of students, increase the level and quality of student training in the interests of developing the personality and its creative abilities, create favorable conditions conducive to the manifestation of professional and educational achievements by students, motivate them to master general and professional competencies that meet the demands of the modern market labor, the development of creative initiative of students, the development of responsibility and professional mobility.


1.6. The main objectives of the Competition:

- determination of the level of training of specialists in commercial activities;
- the student's understanding of the essence and social significance of his future profession, the manifestation of a steady interest in it;
- the ability to make decisions in standard and non-standard situations and be responsible for them;
- development of self-study, teamwork and presentation skills;
- identification of the most gifted and talented students and assistance in their professional orientation and continuation of economic education;
- promotion of professional self-determination of students and adaptation of their theoretical knowledge to the specific conditions of the functioning of commercial organizations;
- increasing the prestige of educational institutions of secondary vocational education and the specialty "Commerce (by industry)";
- development of cooperation with educational organizations implementing educational programs for commercial activities;
- strengthening cooperation with social partners.

## 2. Conditions for participation in the Competition, Registration of participants

2.1. Students of educational institutions of secondary vocational education in the specialty 38.02.04 «Commerce (by industry)» are invited to participate in the Competition.

2.2. Participation in the Competition is individual and (or) team.

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2.3. Applications for participation in the Competition are accepted through the registration system of the EEYF website [www.eurasia-forum.ru](http://www.eurasia-forum.ru). (Annex 1).

For the participants of the Competition, representatives of foreign/ regional sites, the application is registered from the page of the foreign/regional site of the EEYF website.

2.4. Applications for participation in the competition are submitted within the time period indicated on the Competition page of the EEYF website.

2.5. There is no registration fee for participation in the Competition. Expenses for accommodation of non-resident participants, food and transportation costs for participation in the full-time stage of the Competition are paid by the participants themselves, or by sending organizations.

### 3. Procedure and terms of the Competition

3.1. The competition is an annual event and is held within the framework and timing of the EEYF. The specific dates for the Competition, as well as its main stages, are established by the order of the rector of the Ural State University of Economics.

3.2. The competition is held in three stages.

3.2.1. The first stage is the registration of participants and checking for compliance with the requirements for participants in the Competition (section 2 of these Regulations).

The first stage is carried out by the Organizing Committee of the Competition within the time limits set by the Directorate of the Eurasian Economic Youth Forum and published on the EEYF website.

3.2.2. The second stage - (qualifying), is carried out remotely.

Author's creative works in the form of posters on one of the following topics are accepted for the Competition:

- "The multipolar world in the focus of the new reality".
- "Commercial activity: moving to a new level of quality."
- "Commerce for everyone, commerce for everyone."
- "Competitiveness in professional commercial activity"
- "Commercial activity: professional competences, responsibility, achievements".

The choice of topic is made by the competitors. The quality of the prepared poster should allow it to be printed in A1 format. The poster is sent to the organizing committee in pdf format until March 20, 2023.

The Organizer of the Competition reserves the right to use the submitted works for placement on the USUE website [www.usue.ru](http://www.usue.ru) without additional agreement with the author.


Based on the results of the qualifying round, 20 finalists from various educational organizations with the most points are determined. Lists of finalists are posted on the Competition page of the EEYF website.

3.2.3. The third stage - (final), is held in person at USUE.

The third stage is held between the finalists of the Competition in the format of the business game "ProfCOD". A team game that reveals professional competencies in commercial activities. Out of 20 finalists, the Organizing Committee of the Competition forms 5 teams.

The essence of the game is that teams answer questions of different value, trying to get ahead of each other. The game contains 25 questions - 5 topics with 5 questions each. Each question of the topic has its own value - it increases from 1 to 5 points. The higher the price of the issue, the more difficult it is.

Based on the results of the final round, the winner and prize-winners of the Competition are determined.

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The final round is held in person at USUE on April 26, 2023 from 10:30 to 15:30, awarding participants - April 27, 2022.

#### **4. The procedure for holding the final of the Competition and the criteria for evaluating works**

4.1. Competitive tasks of the Competition include the performance of professional tasks, the content of which corresponds to the Federal State Educational Standard of Secondary vocational education in terms of state requirements for a minimum content and level of training of graduates in the specialty 38.02.04 "Commerce (by industry)".

4.2. All assignments provide for the assessment of the fulfillment of professional competencies in the framework of:

- General professional disciplines: OP. Management (by industry); OP. Legal support of professional activity; OP Standardization, metrology and conformity assessment.
- PM.01 Organization and management of trade and marketing activities.
- PM.02 Organization and conduct of economic and marketing activities
- PM.03 Assortment management, quality assessment and preservation of goods.
- PM.04 Performance of work in one or more professions of workers, positions of employees.

4.3. An expert commission of the Contest is created to conduct an expert evaluation of the works. Decisions of the expert commission are recorded and signed by the chairman, secretary and members of the expert commission (Appendix 2, 3). The Expert Commission has the right to appoint additional nominations in the Competition.

4.4. During the second (qualifying) stage, the expert committee of the Competition checks the work of the participants and determines 20 (twenty) finalists.

4.5. The lists of finalists are posted on the page of the Competition and information letters about reaching the final are sent to the finalists. In the event that the finalists for any reason cannot take part in the finals in person, by decision of the Organizing Committee of the Competition, they are excluded from the list of finalists and entered into the finals of participants who took 21st or subsequent places in numerical order.

4.6. Criteria for evaluating works at the second (qualifying) stage.

"Poster" is rated:

- Content (correspondence to the topic, scientific content and absence of errors, historical aspects, reflection of practical materials). The number of points is from 0 to 5.


- "Creative action" (independent design of a method of activity, search for new information. Formulation of value judgments based on existing facts and specified criteria.). The number of points is from 0 to 5.

- Design (decoration). The number of points is from 0 to 5.

The maximum number of points is 15.

4.7. Criteria for evaluating works during the third (final) stage:

"Business game "ProfCOD": the maximum number of points is 75. The correctness of the answers to the questions of the game is assessed. The game contains 25 questions. Each question of the topic has its own value - it increases from 1 to 5 points.

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## 5. Competition Management

5.1. The Competition is managed by the EEYF Directorate and the Organizing Committee of the Competition.

5.2. To organize and conduct the competition, an Organizing Committee is formed, approved by the order of the rector of USUE. The Organizing Committee consists of:

- chairman of the EEYF Organizing Committee;
- co-chairman of the organizing committee of the EEYF;

Members of the organizing committee:

- scientific supervisor of the Competition;
- coordinator(s) of the Competition;
- chairman and members of the expert commission of the Competition;
- representatives of organizations - partners of the Competition,
- competition secretary.

5.3. The Organizing Committee carries out general management of the organization and conduct of the Competition.

5.3.1. Chairman of the Organizing Committee:

- approves the Regulations on the Competition, signs the order on holding the Competition and the composition of the Organizing Committee of the Competition, the order on the composition of the expert commission;

- carries out general management of the organization and conduct of EEYF events, within the framework of which the competition is held.

5.3.2. Organizing committee co-chair:

- carries out direct management of the organization and holding of the EEYF, together with the Scientific Supervisor of the Competition, forms the composition of the expert commission of the Competition.

5.3.3. An expert commission is created to conduct an expert assessment of the teams. The chairman of the expert commission of the Competition is the director of the EEYF Congress, in which the competition takes place. The expert commission includes highly qualified representatives of the scientific and business community; Russian and foreign experts in the field of commerce from secondary educational institutions of the Russian Federation, business practitioners.

More than half of the members of the expert commission must be representatives of outside organizations.

5.3.4. Scientific Supervisor of the Competition:

- prepares a draft Regulation on the Competition and submits it for approval to the rector, prepares changes and additions to it;

- is a co-chairman of the expert commission of the Competition;

- selects the composition of the expert commission of the Competition;

- develops and approves tasks for the participants of the Competition with the chairman of the expert commission.


5.3.5. Competition Coordinator(s):

- ensures the invitation of members of the expert commission of the Competition;

- organizes the distribution of information letters to educational, research and scientific organizations of the Russian Federation and foreign countries;

- ensures the operation of a specialized website for the qualifying round of the competition;

- organizes the final and the work of the expert commission during the final of the Competition;

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– organizes the issuance of diplomas and the awarding of winners and prize-winners of the Competition;

- draws up a report on the Competition.

5.4. The supervisor, coordinator(s), as well as members of the expert commission of the Competition are published annually on the Competition page of the EEYF website.

## **6. Winner's reward ceremony**

6.1. Based on the results of the final round, the winner and prize-winners of the Competition are determined. The winner and prize-winners are awarded with Diplomas of I, II, III degree and orders for 1,2, and 3rd place, respectively.

All participants of the final round receive certificates of finalists of the Competition.

6.2. Participants who take 4th and 5th places, as well as winners of additional nominations of the Competition (if there are nominations) are awarded certificates for 4th and 5th place in the Competition, respectively, or for winning the nomination.

## **7. Coordinates of the Organizing Committee of the Competition**

Competition organizer: Ural State University of Economics (USUE)

Address: 620144. Ekaterinburg, March 8/Narodnaya Volya street, 62/45 bldg.

Telephone: (343) 257-91-40, Fax: (343) 257-71-47

Official website of the organizer: [www.usue.ru](http://www.usue.ru)


Official website of the Competition and the Eurasian Economic Youth Forum (EEYF):

[www.eurasia-forum.ru](http://www.eurasia-forum.ru)

USUE department responsible for the competition: USUE College

Contact details of the Competition coordinators are indicated on the Competition page of the EEYF website.



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## Appendix 1


### PARTICIPANT'S APPLICATION

International competition of students of educational institutions of secondary vocational education "ProfCOD: professional competencies, responsibility, achievements" in the specialty 38.02.04 "Commerce (by industry)"

I ask you to register my participation in the International Competition for Students of Educational Organizations of Secondary Vocational Education “ProfCOD: Professional Competencies, Responsibility, Achievements” in the specialty 38.02.04 “Commerce (by industry)” I provide the following information about myself:

Participant	Surname	
	Name	
	Patronymic	
	Date of Birth	
	Place of study	
	Group, course	
	Speciality	
	Address (with zip code)	
	Contact number	
	e-mail	
Scientific director	Surname	
	Name	
	Patronymic	
	Academic degree / academic title /	
	Position	
	Name of the organization	
	Contact number	
	e-mail	

\*The application is submitted in the form of filling out the registration form of the participant on the specialized website of the EEYF

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Appendix 2

## PROTOCOL OF THE MEETING OF THE EXPERT COMMISSION

International competition of students of educational institutions of secondary vocational education  
"ProfCOD: professional competencies, responsibility, achievements" in the specialty 38.02.04 "Commerce (by industry)"

\_\_\_\_\_ № \_\_\_\_\_  
Ekaterinburg

### Composition of the expert commission:

Chairman of the expert commission:

FULL NAME \_\_\_\_\_ – position

Chairman of the expert commission:

FULL NAME \_\_\_\_\_ – position

Members of the expert commission:

FULL NAME \_\_\_\_\_ – position

### Agenda of the meeting of the expert commission:

Determination of the finalists of the International competition of students of educational institutions of secondary vocational education "ProfCOD: professional competencies, responsibility, achievements" in the specialty 38.02.04 "Commerce (by industry)" within the qualifying stage.

According to the results of the first stage of the International Competition for Students of Educational Institutions of Secondary Vocational Education "ProfCOD: Professional Competencies, Responsibility, Achievements" in the specialty 38.02.04 "Commerce (by industry)", \_\_\_\_\_ participants were admitted to the expert assessment.

### After evaluating the results of the qualifying round of participants, the commission decided:

1. To set the following marks for the participants:

Table 1 - Ratings of participants

№	FULL NAME	Nomination	Number of earned Points

In accordance with the points scored, bring the following participants to the finals of the International Competition for Students of Educational Organizations of Secondary Vocational Education "ProfCOD: Professional Competences, Responsibility, Achievements" in the specialty 38.02.04 "Commerce (by industry)" of the following participants.

Table 2 - Finalists of the Competition

№	FULL NAME	Nomination	Number of earned Points

Chairman of the expert commission \_\_\_\_\_ / FULL NAME

Signature

Chairman of the expert commission \_\_\_\_\_ / FULL NAME

Signature


Member of the expert commission \_\_\_\_\_ / FULL NAME

Signature

Secretary \_\_\_\_\_ / FULL NAME

Signature



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Appendix 3

### PROTOCOL OF THE MEETING OF THE EXPERT COMMISSION

on determining the winners and prize-winners of the International competition for students of educational institutions of secondary vocational education "ProfCOD: professional competencies, responsibility, achievements" specialty 38.02.04 "Commerce (by industry)"

\_\_\_\_\_ № \_\_\_\_\_  
Ekaterinburg

#### Composition of the expert commission:

Chairman of the expert commission:

FULL NAME \_\_\_\_\_ – position \_\_\_\_\_

Co-Chairman of the Expert Commission:

FULL NAME \_\_\_\_\_ – position \_\_\_\_\_

Members of the expert commission:

FULL NAME \_\_\_\_\_ – position \_\_\_\_\_

#### Agenda of the meeting of the expert commission:

Determining the winners and prize-winners of the International Competition for Students of Educational Organizations of Secondary Vocational Education "ProfCOD: Professional Competencies, Responsibility, Achievements" in the specialty 38.02.04 "Commerce (by industry)" within the final (final) stage.

According to the results of the second (qualifying) stage of the International Competition for Students of Educational Organizations of Secondary Vocational Education "ProfCOD: Professional Competencies, Responsibility, Achievements", \_\_\_\_\_ participants were admitted to the final.

#### After evaluating the results of the final stage, the commission decided:

1. To set the following marks for the teams of participants:

Table 1 - Estimates of teams of participants

Team number	Full name team member	Nomination	Number of earned Points

In accordance with the points scored, assign the following award documents to each participant of the final (final) stage of the competition

Table 2 - Award documents of participants


№	FULL NAME	Nomination	Type of award document

2. Recognize as the winner of the International Competition for Students of Educational Organizations of Secondary Vocational Education "ProfCOD: Professional Competences, Responsibility, Achievements" a team consisting of:

\_\_\_\_\_  
(FULL NAME )  
\_\_\_\_\_  
(FULL NAME)  
\_\_\_\_\_  
(FULL NAME)  
\_\_\_\_\_  
(FULL NAME)

Recognize as the winner (II place) of the International Competition for Students of Educational Organizations of Secondary Vocational Education "ProfCOD: Professional Competences, Responsibility, Achievements" a team consisting of:

\_\_\_\_\_  
(FULL NAME)

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\_\_\_\_\_

(FULL NAME)

\_\_\_\_\_

(FULL NAME)

\_\_\_\_\_

(FULL NAME)

Recognize as the winner (III place) of the International Competition for Students of Educational Organizations of Secondary Vocational Education "ProfCOD: Professional Competencies, Responsibility, Achievements" a team consisting of:

\_\_\_\_\_

(FULL NAME)

\_\_\_\_\_

(FULL NAME)

\_\_\_\_\_

(FULL NAME)

\_\_\_\_\_

(FULL NAME)

Chairman of the expert commission

\_\_\_\_\_ / Full name

Signature

Co-Chairman of the Expert Commission

\_\_\_\_\_ / Full name

Signature

Member of the expert commission

\_\_\_\_\_ / Full name

Signature

Secretary

\_\_\_\_\_ / Full name

Signature