

Subject card

Subject name and code	International Maritime Trade, PG_00121886						
Field of study	International Economic Relations						
Date of commencement of studies	October 2024	Academic year of realisation of subject			2025/2026		
Education level	postgraduate studies	Subject group			Obligatory subject group in the field of study		
Mode of study	part-time studies	Mode of delivery			at the university		
Year of study	2	Language of instruction			Polish polish		
Semester of study	3	ECTS credits			2.0		
Learning profile	academic	Assessment form					
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr Tomasz Nowosielski				
	Teachers		dr hab. Hanna Klimek dr Tomasz Nowosielski				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	6.0	0.0	0.0	0.0	0.0	6
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	6		0.0		0.0	6
Subject objectives	The aim of the course is to introduce students to the principles of organising international transport processes, with particular emphasis on the role of the freight forwarder in the organisation of these processes.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSGMU2_U07] can plan and manage a commercial transaction on the international market, conduct effective negotiations, analyse and critically assess the course of the transaction	The student has skills that include: identification of commodity markets and adaptation of actions to the conditions currently prevailing in these markets, principles for the construction of commercial contracts, the ability to identify phases of commercial transactions and commercial documentation, the ability to work with commercial, shipping and transport documentation, the use of commercial negotiation mechanisms in the sphere of concluding various types of contracts, recognition of the scope of the transport gestion and the ability to identify the gestor of maritime trade transaction processes, identification of entities participating in transaction processes, including their tasks and functions.	[SU4] test/exam - oral or written
	[MSGMU2_W07] has an in-depth knowledge of selected (legal, organisational, ethical) rules and norms conditioning the functioning of economic structures and institutions on the international market; understands the regularities governing them, changes occurring in them and their sources, and their impact on the functioning of economic entities	The student has knowledge of: the functioning of international commodity markets and their links with transport markets. The student is familiar with the rules of international trade and has knowledge of the procedures involved in carrying out maritime trade transactions.	[SW4] test/exam - oral or written
Subject contents	<p>1. Specifics of commercial contracts Definition of a contract and characteristics of a commercial contract; types of commercial contracts; role of commercial contracts in business; concept of commercial transaction; types of commercial transactions; commercial negotiations; transport gestation</p> <p>2. Characteristics of international trade transactions Concept of transaction; transaction cycle; specificities of transacting in international trade; characteristics of transaction phases</p> <p>3. Organisation and execution of the transport gestion The role and tasks of the forwarder; forwarding advice; the transport process as an added value of international trade transactions; characteristics of forwarding and transport services; the contribution of individual transport branches to the handling of international trade transactions</p> <p>4. Transport documents used in irregular sea shipping Freight market; freight brokerage; freight advice in a commercial contract; maritime transport contracts (charters - document forms)</p> <p>5. Transport documents used in regular shipping Regular shipping market; maritime agents; cargo acquisition system; maritime transport contracts - beaching contract; role of the bill of lading in liner shipping</p> <p>6. Multimodal transport Definition and characteristics of multimodal transport (logistical solutions); role of maritime transport in the implementation of multimodal transport; FIATA Multimodal Transport B/L</p> <p>7. Electronic documents Electronic bill of lading and other documents</p>		
Prerequisites and co-requisites	Basic knowledge of microeconomics, macroeconomics and international economic relations.		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Examination test and lecture activity	51.0%	100.0%
Recommended reading	Basic literature	<ol style="list-style-type: none"> 1. <i>E. Gostomski, T. Nowosielski, Międzynarodowy handel morski, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2020.</i> 2. <i>Handel zagraniczny. Organizacja i technika, redakcja naukowa J. Rymarczyk, Polskie Wydawnictwo Ekonomiczne, Warszawa 2017.</i> 3. <i>Handel zagraniczny. Poradnik dla praktyków, pod red. B. Stępień, PWE, Warszawa 2015.</i> 4. <i>Podstawy handlu zagranicznego, pod red. H. Treder, WUG, Gdańsk 2005.</i> 5. <i>J. Kunert, Technika handlu morskiego, PWE, Warszawa 1970.</i> 	

	Supplementary literature	<ol style="list-style-type: none"> 1. E. Gostomski, T. Nowosielski , <i>Kierunki rozwoju międzynarodowego handlu morskiego</i>, "Pieniądze i Więż", 2019, 2(83). 2. <i>Organizacja i technika transportu morskiego</i>, pod red. J. Kujawy, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2015. 3. T. Nowosielski , <i>Efektywność lądowo-morskich łańcuchów transportowych</i>, [w:] <i>Kierunki racjonalizacji systemów i procesów logistycznych</i>, Prace Naukowe Wyższej Szkoły Bankowej w Gdańsku, 15/2012. 4. K .Białecki , <i>Operacje handlu zagranicznego</i>, Warszawa 2002. 5. <i>Transakcje handlu zagranicznego</i>, pod red. B. Stępień, Warszawa 2004. 6. A. Salomon , <i>Spedycja w handlu morskim</i>, WUG, Gdańsk 2003.
	eResources addresses	Adresy na platformie eNauczanie:
Example issues/ example questions/ tasks being completed	<ol style="list-style-type: none"> 1. Features and types of business contracts. 2. Foreign trade transaction. 3. Problems of transport gestation - Incoterms 2020. 4. Transport documents - waybills. 5. Maritime transport documents. 6. Multimodal transport. 	
Work placement	Not applicable	

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