

Subject card

Subject name and code	Management of the Transaction Cycle on Foreign Markets, PG_00049001						
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		
Semester of study	3	ECTS credits			4.0		
Learning profile	academic	Assessment form					
Conducting unit	Zakład Handlu Zagranicznego -> Katedra Biznesu Międzynarodowego -> Faculty of Economics -> Rektor						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Monika Grottel				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	16.0	0.0	0.0	0.0	16
	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	16		0.0		0.0	16
Subject objectives	As a result of passing the subject, the student will gain in-depth knowledge on the preparation and implementation of a commercial transaction on foreign markets, will gain skills in decision-making in connection with planning and implementing a transaction, preparing a business presentation and cooperation in a group.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSGMU2_W10] has an in-depth knowledge of the legal, cultural and financial conditions related to business operations, in particular those of an international nature	Student has in-depth knowledge on selected areas of functioning of a modern enterprise in the domestic and international environment, understands the conditions, principles and consequences of decisions made in the process of managing the transaction cycle on selected foreign markets.	[SW2] presentation/project/paper/report
	[MSGMU2_U04] can use the acquired knowledge to formulate and solve complex problems related to the operation of economic entities on the international market, with particular emphasis on the European Union market	Student is able to use the knowledge they have to formulate and solve complex problems related to managing the transaction cycle on foreign markets.	[SU2] presentation/project/paper/report
	[MSGMU2_K06] is ready to independently identify, diagnose and responsibly resolve dilemmas and alternative solutions related to his/her profession and the development of professional achievements	Student is ready to independently identify, diagnose and responsibly resolve dilemmas related to the management of the transaction process, is ready to develop their competences and skills necessary for data analysis and decision-making in the transaction process.	[SK2] presentation/project/paper/report
	[MSGMU2_U06] can identify types of risks related to international operations of enterprises and correctly determine their consequences and methods of mitigation, with a skilful application of theory, using appropriate research method	Student is able to identify the types of risks related to the preparation and implementation of transactions on selected foreign markets, correctly determines their consequences and methods of mitigation, using the appropriate research method.	[SU2] presentation/project/paper/report
	[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	Student can plan a commercial transaction on the international market and manage its implementation, conducts effective negotiations, analyzes and critically evaluates the course of the transaction.	[SU2] presentation/project/paper/report
	[MSGMU2_U12] can manage teamwork, cooperate and work in a team, in particular an international one, taking a leading role in it	Student can manage the work of a team and cooperate and work in a project team, especially an international one, taking a leading role in it.	[SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
	[MSGMU2_W09] has an in-depth knowledge of selected areas of the functioning of a modern enterprise in the national and international environment; understands the conditions, principles and consequences of decisions taken in its structures aiming at the development, and the dependencies among enterprises on the international market	Student has in-depth knowledge of the legal, cultural and financial conditions related to planning and implementing transactions on foreign markets.	[SW2] presentation/project/paper/report
	[MSGMU2_U05] can apply the rules and standards of business activity in order to solve complex and atypical problems arising from international economic cooperation	Student can use the rules and standards related to business activities in order to solve problems at individual stages of the transaction cycle on foreign markets.	[SU2] presentation/project/paper/report
	[MSGMU2_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions; undertakes challenges of creative thinking; acquires resilience to failures; assesses risks and threats and finds ways of counteracting their effects	When preparing a commercial transaction, student is ready to think and act in an entrepreneurial manner, adapts to diverse conditions, takes on the challenges of creative thinking, assesses risks and threats and finds ways to counteract their effects.	[SK2] presentation/project/paper/report

	Course outcome	Subject outcome	Method of verification
	[MSGMU2_W11] has a theoretically grounded, in-depth knowledge of the key issues of managing a business entity on the national and international market and of selected detailed issues of the international supply chain	Student has theoretically based, in-depth knowledge of key issues related to managing a business entity in the transaction process on the domestic and international market and selected detailed issues related to the international supply chain.	[SW2] presentation/project/paper/report
Subject contents	<ol style="list-style-type: none"> 1. Organization of commercial activity in an enterprise on the international market. 2. Transaction cycle. 3. Preparation of an export/import commercial transaction. 4. Criteria for selecting the target market. 5. Establishing contact with a contractor on a foreign market. 6. Criteria for selecting the recipient/supplier of goods. 7. The subject of the transaction and the detailed scope of contract conditions. 8. Implementation of a commercial transaction: fulfillment of basic conditions of the contract, management of relations with intermediaries. 9. Transaction documents. 10. Settlement and summary of a commercial transaction, application of supplementary clauses. 		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	project of a commercial transaction on a selected foreign market	51.0%	80.0%
	presentation of a final project	51.0%	20.0%
Recommended reading	Basic literature	<ol style="list-style-type: none"> 1. Podstawy handlu zagranicznego, red. H. Treder, Wydawnictwo Uniwersytetu Gdanskiego, Gdansk 2005. 2. Stepień B., Handel zagraniczny - poradnik dla praktyków, PWE, Warszawa 2015. 3. https://www.trade.gov.pl/pl/niezbednik-eksportera/23633,Poradnik-eksportera.html. 4. Podrecznik spedytora - transport, spedycja i logistyka, red. D. Marciniak-Neider i J. Neider, Polska Izba Spedycji i Logistyki, Gdynia 2020. 	
	Supplementary literature	<ol style="list-style-type: none"> 1. Bednarz J., Gostomski E., Działalność małych i średnich przedsiębiorstw na rynkach zagranicznych, Wydawnictwo Uniwersytetu Gdańskiego, Gdansk 2009. 2. Poradnik dla eksportera z IP dla MSP, red. M. Bak, P. Kulawczuk, KIG, Warszawa 2010. 3. Gwardzińska E., Laszuk M., Masłowska M., Michalski R., Prawo celne, Wolters Kluwer 2017. 4. Grottel M. (co-author), Introduction to international trade, ed. A. Fornalska-Skurczyńska, M. Skurczyński, Gdansk University Press, 2016. 	
	eResources addresses	Adresy na platformie eNauczanie:	
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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