

Subject card

Subject name and code	Creating the Offer on Foreign Markets, PG_00122202						
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						
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Joanna Bednarz				
	Teachers		dr hab. Joanna Bednarz				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	20.0	0.0	0.0	0.0	20
	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	20		0.0		0.0	20
Subject objectives	The student will have the opportunity to become familiar with the specifics of shaping the offer of products and services by companies oriented towards foreign markets.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[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	The student, participating in the process of shaping the offer addressed to foreign markets, is ready to think and act in an entrepreneurial way, adapts to new situations and conditions, and takes up the challenges of creative thinking.	[SK2] 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	The student is able to use the acquired knowledge to formulate and solve complex problems related to adapting the company's offer to the requirements and expectations of the foreign market.	[SU2] presentation/project/paper/report
	[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	The student has knowledge of selected areas of functioning of a modern enterprise in the national and international environment.	[SW2] presentation/project/paper/report
	[MSGMU2_U14] has a thorough ability to prepare specialist oral presentations on economic and social issues, using specialist theoretical approaches, the principles of collecting data from various sources, their description and interpretation, and drawing conclusions on the basis of scientific literature; can prepare and lead a debate	The student has in-depth skills in preparing specialized oral presentations used as a tool supporting the process of shaping and presenting the company's offer on foreign markets	[SU2] presentation/project/paper/report
Subject contents	1. Diversity of consumer needs, specificity of consumer needs in foreign trade, trends, stereotypes.2. The essence of the product, functions and functional features of products, emotional value for the buyer, product life cycle.3. The company's assortment policy on foreign markets - adaptation and specialization strategies, determinants of the choice of strategy.4. Product innovation process, forms of testing new products.5. Product name in foreign trade - rules for selecting a brand name taking into account the specificity of the foreign market, logotype, marketing slogan.6. Packaging in foreign trade - packaging functions, packaging design taking into account the symbolism of colors on foreign markets, packaging marking (labeling).7. Access of products to the EU market. Product certification - the principle of mutual recognition and the principle of presumed conformity, the concept of a new approach and a global approach, products covered by directives, manufacturer's liability for damage caused by a defective product, CE marking, market supervision.8. Access of products to other foreign markets (e.g. Russian, Belarusian and Ukrainian, GOST certificates).9. Specificity of marketing communication on foreign markets. Law in advertising.10. The importance of a national brand in creating an offer of products and services on foreign markets.		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	group project and presentation	51.0%	100.0%
Recommended reading	Basic literature	P. Kotler, K.L. Keller, Marketing Management, Pearson, any year of publication.	
	Supplementary literature	1. B. Lawley, G. Cohen, 42 rules of product management learn the rules of product management from leading experts from around the world, Super Star Press, California 2010. 2. P. Trott, Innovation management and new product development, Pearson, Harlow 2017.	
	eResources addresses	Adresy na platformie eNauzanie:	
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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