

Subject card

Subject name and code	Sales Management, PG_00049003						
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			2.0		
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 Anna Sperska				
	Teachers		dr Anna Sperska				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	12.0	0.0	0.0	0.0	12
	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	12		0.0		0.0	12
Subject objectives	Familiarizing students with the strategic role of sales in an international enterprise. Presentation of the functioning of the sales department, practices and principles that affect proper sales management. Transfer of knowledge in the field of commercial mathematics, creation of effective and efficient sales strategies, in particular in relation to pricing and discount policy. Development of skills in effective sales management. Use of theoretical knowledge in shaping decision-making skills regarding the construction of sales departments.						

Learning outcomes	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	has theoretically based, in-depth knowledge of key issues in the field of sales management on the domestic and international market and selected detailed issues related to the international supply chain in the part related to sales issues	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[MSGMU2_U05] can apply the rules and standards of business activity in order to solve complex and atypical problems arising from international economic cooperation	187 / 5 000 is able to use the rules and standards of sales management to solve complex and unusual problems resulting from international business cooperation	[SU1] oral statement/conversation/ discussion [SU5] implementation of a problem task
	[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	is able to plan a commercial transaction on the international market and manage its implementation, conducts effective negotiations, analyzes and critically evaluates the course of the transaction	[SU1] oral statement/conversation/ discussion [SU5] implementation of a problem task
	[MSGMU2_K08] prepares responsibly for his/her work; is able to set priorities and to plan work appropriately considering changing social needs	prepares for his/her work responsibly, is able to define priorities and plan work appropriately, taking into account changing social needs	[SK1] oral statement/conversation/ discussion [SK5] implementation of a problem task
	[MSGMU2_W03] knows and understands types of economic ties and the regularities governing them; understands the conditions and principles of the functioning of the market and the market mechanism in the national, international and global aspect	Knows and understands the types of economic ties and the rules governing them in the area of trade, understands the conditions and principles of functioning of the market and the market mechanism, in the national, international and global aspect	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[MSGMU2_K07] is ready to observe and develop the principles of professional ethics and corporate social responsibility, takes into account changing social needs, respects the diversity of opinions and cultures, and is professional and loyal towards the employer	is ready to observe and develop the principles of professional ethics and corporate social responsibility, takes into account changing social needs, respects the diversity of views and cultures, is professional and loyal to the employer	[SK1] oral statement/conversation/ discussion [SK5] implementation of a problem task
	[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	is ready to think and act in an entrepreneurial manner, adapts to new situations and conditions, takes on the challenges of creative thinking, acquires resilience to failure, assesses risks and threats and finds ways to counteract their effects	[SK1] oral statement/conversation/ discussion [SK5] implementation of a problem task
	[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	is able to use his/her knowledge to formulate and solve complex problems related to sales management on the international market, with particular emphasis on the European Union market	[SU1] oral statement/conversation/ discussion [SU5] implementation of a problem task
	[MSGMU2_U12] can manage teamwork, cooperate and work in a team, in particular an international one, taking a leading role in it	is able to manage the work of a team and cooperate and work in a team, especially an international one, taking on a leading role	[SU1] oral statement/conversation/ discussion [SU5] implementation of a problem task
	[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	Has in-depth knowledge of the functioning of sales in an enterprise in a domestic and international environment, understands the conditions, principles and consequences of decisions made in the sales area aimed at development and the relationships between enterprises on the international market	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task

Subject contents	<p>1. The strategic role of sales management. Sales strategy. Basic factors determining sales effectiveness and efficiency.</p> <p>2. Market analysis and demand estimation. Methods of reaching customers and acquiring customers.</p> <p>3. Sales structure and channels. Building sales departments based on sales strategies. Sales process.</p> <p>4. Basics of commercial mathematics. Basic issues in the area of margin management.</p> <p>5. Price and discount policy. Application of discounts and bonuses. Application of price elasticity of demand in the price formation process.</p> <p>6. Planning, forecasting, budgeting in sales departments.</p> <p>7. Building relationships with buyers. Quality of customer service.</p> <p>8. Managerial communication in the sales team. Motivation. Bonus and commission systems used in sales teams. Burnout and other problems occurring in sales departments</p>		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Project - problem task	51.0%	65.0%
	Activity during tutorials	51.0%	35.0%
Recommended reading	Basic literature	Sobczyk G., Zarządzanie sprzedażą w przedsiębiorstwie handlowym i usługowym, PWE, Warszawa, 2010. Cespedes Frank V., Jak tworzyć i wdrażać wygrywającą strategię sprzedaży? ICAN Institute, 2017.	
	Supplementary literature	Cialdini R., Wywieranie wpływu na ludzi. Teoria i praktyka, GWP, Sopot, 2016. Grzybek R., Sprzedaż osobista i zarządzanie zespołem sprzedaży, Helion, , 2015. Jordan J., Vazzana M., Przełom w zarządzaniu sprzedażą, ICAN Institute, , 2014.	
	eResources addresses	Adresy na platformie eNauczanie:	
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

Document generated electronically. Does not require a seal or signature.