

Subject card

Subject name and code	Creating the Offer of Enterprises on Foreign Markets, PG_00091667						
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	full-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 hab. Joanna Bednarz				
	Teachers		dr hab. Joanna Bednarz				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	15.0	0.0	0.0	0.0	0.0	15
	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	15	0.0	0.0	15		
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_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.			[SW4] test/exam - oral or written	
	[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.			[SU4] test/exam - oral or written	
	[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.			[SK1] oral statement/conversation/discussion	

Subject contents	<ol style="list-style-type: none"> 1. The essence of the product, functions and functional features of products, emotional value for the buyer, product life cycle. 2. The company's assortment policy on foreign markets - adaptation and specialization strategies, determinants of the choice of strategy. 3. The process of product innovation, forms of testing new products. 4. Product access 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. 5. Product access to other foreign markets (e.g. Russian, Belarusian and Ukrainian, GOST certificates). 6. 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
	exam	51.0%	100.0%
Recommended reading	Basic literature	P. Kotler, K.L. Keller, Marketing Management, Pearson, any year of publication.	
	Supplementary literature	<ol style="list-style-type: none"> 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 eNauczenie:	
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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