

**Subject card**

<b>Subject name and code</b>	Transactions in Seaborne Trade, PG_00119737						
<b>Field of study</b>	International Economic Relations						
<b>Date of commencement of studies</b>	October 2024	<b>Academic year of realisation of subject</b>				2026/2027	
<b>Education level</b>	undergraduate studies	<b>Subject group</b>				Obligatory subject group in the field of study	
<b>Mode of study</b>	part-time studies	<b>Mode of delivery</b>				at the university	
<b>Year of study</b>	3	<b>Language of instruction</b>				Polish	
<b>Semester of study</b>	6	<b>ECTS credits</b>				3.0	
<b>Learning profile</b>	academic	<b>Assessment form</b>					
<b>Conducting unit</b>							
<b>Name and surname of lecturer (lecturers)</b>	<b>Subject supervisor</b>		dr Tomasz Nowosielski				
	<b>Teachers</b>						
<b>Lesson types</b>	<b>Lesson type</b>	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	<b>Number of study hours</b>	0.0	20.0	0.0	0.0	0.0	20
	E-learning hours included: 0.0						
<b>Learning activity and number of study hours</b>	<b>Learning activity</b>	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	<b>Number of study hours</b>	20		0.0		0.0	20
<b>Subject objectives</b>	The aim of the course is to familiarise students with the principles of concluding various types of contracts that are used during the implementation of transport, loading and trade processes, as well as the applicable commercial and transport documentation, with particular emphasis on the specifics of maritime trade.						
<b>Learning outcomes</b>	<b>Course outcome</b>		<b>Subject outcome</b>			<b>Method of verification</b>	
	[MSGL3_W16] has an advanced knowledge and understanding of the principles of entering into and conducting business transactions on the international market		The student has knowledge of the principles of commercial transactions, ancillary contracts and conditions of performance of forwarding contracts, together with the principles of use of transport and forwarding documentation.			[SW4] test/exam - oral or written [SW5] implementation of a problem task	
	[MSGL3_U07] can perform commercial transactions on the international market, select and apply appropriate forms of transaction settlement, analyse and critically assess the course of transactions		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 [SU5] implementation of a problem task	

Subject contents	<p>1 Stages of commercial transactions  2 Transport gestion in a trade contract; benefits and risks of having transport gestion  3 Incoterms 2010; entities involved in the execution of an international trade transaction  4 International rail consignment note (document form). International truck consignment note (document form).  International air waybill AWB (document form).  6 Freight brokerage - freight advice in a commercial contract.  7. contracts in irregular shipping - voyage charter, time charter, shipping contract  8. contracts in liner shipping - beaching contract; role of the liner bill of lading in liner shipping  9. basic goods documents occurring in international trade transactions  10. characteristics of documents representing goods in international trade; FIATA FBL multimodal bill of lading, electronic bill of lading</p>								
Prerequisites and co-requisites	The exercises complement the lecture Transactions in Maritime Trade and require the knowledge gained in that lecture.								
Assessment methods and criteria	<table border="1"> <thead> <tr> <th data-bbox="453 553 790 584">Subject passing criteria</th> <th data-bbox="799 553 1142 584">Passing threshold</th> <th data-bbox="1152 553 1492 584">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td data-bbox="453 591 790 633">credit test, assignments and class activity</td> <td data-bbox="799 591 1142 633">51.0%</td> <td data-bbox="1152 591 1492 633">100.0%</td> </tr> </tbody> </table>	Subject passing criteria	Passing threshold	Percentage of the final grade	credit test, assignments and class activity	51.0%	100.0%		
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Recommended reading	Basic literature	<ol style="list-style-type: none"> <li>1. Handel zagraniczny. Organizacja i technika, red. J. Rymarczyk, Polskie Wydawnictwo Ekonomiczne, Warszawa 2017.</li> <li>2. Handel zagraniczny. Poradnik dla praktyków, pod red. B. Stepień, PWE, Warszawa 2015.</li> <li>3. Gostomski E., Nowosielski T., Międzynarodowy handel morski, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2020.</li> <li>4. Podstawy handlu zagranicznego, pod red. H. Treder, WUG, Gdańsk 2005.</li> <li>5. Kunert J., Technika handlu morskiego, PWE, Warszawa 1970.</li> </ol>							
	Supplementary literature	<ol style="list-style-type: none"> <li>1. Organizacja i technika transportu morskiego, pod red. J. Kujawy, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2015.</li> <li>2. Gostomski E., Nowosielski T., Kierunki rozwoju międzynarodowego handlu morskiego, "Pieniądze i Więź", 2019, nr 2.</li> <li>3. Nowosielski T., Efektywność lądowo-morskich łańcuchów transportowych, [w:] Kierunki racjonalizacji systemów i procesów logistycznych, Prace Naukowe Wyższej Szkoły Bankowej w Gdańsku, 2012, nr 15.</li> <li>4. Białecki K., Operacje handlu zagranicznego, Warszawa 2002.</li> </ol>							
	eResources addresses	Adresy na platformie eNauczenie:							
Example issues/ example questions/ tasks being completed	<p>The role of the transport gesture in foreign trade transactions. The trade contract as the main transaction document. Steps in the implementation of a trade transaction. The use of transactional documentation in the processes of implementation of the transport gesture. The use of transport documents in the implementation of a trade transaction.</p>								
Work placement	Not applicable								

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