

Subject card

Subject name and code	Marketing, PG_00119382						
Field of study	International Economic Relations						
Date of commencement of studies	October 2024	Academic year of realisation of subject	2025/2026				
Education level	Bachelor's 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	4	ECTS credits	2.0				
Learning profile	academic	Assessment form	exam				
Conducting unit	Division of Marketing Strategies -> Department of International Business -> Faculty of Economics -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor	dr Tomasz Konewka					
	Teachers	dr Tomasz Konewka dr Tomasz Czuba					
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	30.0	0.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
	Additional information: lectures with multimedia presentations						
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	30	0.0	0.0	30		
Subject objectives	Presenting the company's possibilities of operating in an international environment using various marketing tools. Presenting the possibilities of marketing management of a company in an international environment.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSG3_U08] uses basic methods and computer programmes as well as marketing techniques and tools to acquire and analyse data necessary in his/her professional work to diagnose economic processes and make adequate economic decisions	student uses basic marketing techniques and tools to obtain and analyze data necessary in professional work in order to diagnose economic processes and make appropriate economic decisions	[SU4] test/exam - oral or written
	[MSG3_U03] can identify and analyse relations between economic entities and public institutions in the national and international environment; using the acquired theoretical knowledge can critically evaluate these relations and indicate directions for their further development or changes	student is able to identify and analyze connections between economic entities and public institutions that are part of the national and international environment	[SU1] oral statement/conversation/discussion [SU4] test/exam - oral or written
	[MSG3_W09] has knowledge about a human being as an individual making economic decisions, acting within social structures and organisational units (in particular enterprises) or conducting individual economic activity	student has knowledge about man as an individual making economic decisions, operating in social structures and organizational units, in particular enterprises	[SW1] oral statement/conversation/discussion
	[MSG3_W13] has a well-structured knowledge of the functioning of business entities in the national and international environment, with particular emphasis on the European Union	student has structured knowledge of the functioning of business entities in the national and international environment	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion
	[MSG3_W15] has an advanced knowledge of management of an economic entity on the international market; knows and understands strategies and marketing tools used in this management	student has advanced knowledge of managing a business entity on the international market	[SW1] oral statement/conversation/discussion
	[MSG3_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions, undertakes challenges of creative thinking; is resilient to failures; can identify threats and assess the risk of their occurrence	student is ready to think and act in an entrepreneurial way	[SK1] oral statement/conversation/discussion
	[MSG3_K05] correctly identifies, diagnoses and solves dilemmas and various options of solutions related to the profession	student correctly identifies, diagnoses and resolves dilemmas and various variants of solutions related to the profession	[SK4] test/exam - oral or written

Subject contents	1. INTERNATIONAL MARKETING ENVIRONMENT
	Value added by marketing. Customer needs. Mega trends in market competition. Porters model of 5 forces of competition.
	2. MARKET SEGMENTATION
	Market segments. Segmentations bases. Market selection procedures. Target groups. The concept of market niche.
	3. COMPETITIVE STRATEGIES
	The concept of Marketing Mix. SWOT analysis. Ansoff Matrix of market expansion strategies.
	4. PRODUCT STRATEGY
	Product development. Product-mix decisions. Stages of product life cycle. BCG matrix. Standarization vs. adaptation in international environment.
	5. BRANDING STRATEGY
	Branding on a global scale. Company culture and style. Building the company's image. Brand positioning. Brand value determinants. Customer loyalty / brand loyalty / loyalty stages.
6. BRAND ARCHITECTURE	
Umbrella brand vs multibranded products. Brand positioning. Branding dilemmas in M&A transactions. Distributors brands.	
The concept of private label. Local vs. international brands.	
7. DISTRIBUTION STRATEGY	
Distribution channels. Direct vs indirect distribution. Growing role of the retailers. New trends in on-line distribution.	
8. PRICING STRATEGY	
Factors influencing pricing policy. Fixed and variable costs. Pricing strategies: economy, penetration, market skimming and permium pricing.	
9. MARKETING OF SERVICES	
Intangible nature of services. 7P marketing mix. Customer loyalty and loyalty programms. Net Promoter Score.	
10. MARKETING COMMUNICATION	
Communication strategy. Communication mix. Media selection. Unique Selling Proposition. Stages in advertising campaign.	

	11. PUBLIC RELATIONS AND SALES PROMOTION		
	Advertising vs Public Relations. Examples of effective PR campaigns. Sales promotion techniques. Social media as a marketing communication channel.		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	written exam	51.0%	100.0%
Recommended reading	Basic literature	A.1. used during classes 1. P. Kotler, K. Keller, Marketing Management, Pearson, New York 2012, or any edition dated after 2000. 2. P. Doyle, Value Based Marketing, Wiley&Sons, 2000. A.2. self-study literature 1. P. Kotler, K. Keller, Marketing Management, Pearson, New York 2012, or any edition dated after 2000.	
	Supplementary literature	1. J. Pietrzak, Implications of Market Entry Mode on Sales Structure Organization and Competitive Edge in CEE Markets, Proceedings FH Science Day, Shaker Verlag, Aachen 2008. 2. Albaum G., Duerr E., Strandskov J. "International Marketing and Export Management", Prentice Hall 2005.	
	eResources addresses		
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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