

Subject card

Subject name and code	Marketing Research, PG_00119318						
Field of study	International Economic Relations						
Date of commencement of studies	October 2024	Academic year of realisation of subject			2026/2027		
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	3	Language of instruction			Polish		
Semester of study	5	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 Czuba				
	Teachers		dr Tomasz Czuba				
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	To prepare students for work in the field of market research. Introduction to methods and techniques of conducting research, principles of constructing a research questionnaire, selecting a sample, choosing optimal tools for achieving the assumed research goals. Building advanced analyses using SPSS / Statistica software.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSGL3_W10] knows selected methods and tools, including IT tools and data acquisition techniques, which make it possible to describe and analyse economic entities operating on the international market; knows the processes and phenomena occurring in them and between them, and processes supporting decision-making	Students will be able to use basic methods and tools, including IT tools and data acquisition techniques as well as marketing tools in order to diagnose economic processes and, on this basis, make appropriate economic decisions.	[SW2] presentation/project/paper/report [SW5] implementation of a problem task
	[MSGL3_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	The student has the ability to present his/her own position.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report
	[MSGL3_U01] can correctly interpret and explain economic and social phenomena, analyse their causes, course and connections between these phenomena using the acquired knowledge of economics, finance and international economic relations	The student is able to use basic computer programmes in the acquisition and analysis of data necessary for professional work.	[SU2] presentation/project/paper/report [SU6] demonstration of practical skills
	[MSGL3_W12] has a well-organised knowledge of the nature, functioning and sources of changes occurring in the structures of economic entities and organisations (in particular those which operate on the international market); understands the causes, course, scale and consequences of these changes	Students will be able to correctly interpret economic phenomena, correctly analyse the causes and course of economic processes.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/report

Subject contents	<p>1. Marketing information system vs. research / Research market in Poland and worldwide Market research vs. marketing. Marketing research market in Poland and in the world. International and national organisations of market researchers. Marketing information system (SIM) in a company. Ways of collecting market information. Classification of marketing research. Phases of marketing research. Research problem versus decision problem. Research objectives. Primary and secondary research. Sources of market information (evaluation of market information sources).</p> <p>2. Design of market research (sample, questionnaire). Stages of marketing research design. Research design construction (elements of research design, elements of a commercial research proposal). Potential errors in the survey design process. Value of the information obtained. Types of research questionnaires. Stages of questionnaire construction. Types of questions in a questionnaire. Scaling of questions in a questionnaire. Examples of research questionnaires. Types of research samples (random sample, purposive sample). The process of selecting a sample for a study. General population versus study population. List/population frame. Minimum sample size (examples). International cooperation in market research.</p> <p>3. Use of SPSS package in market research. Programme construction. Database design. Statistical analysis of questions. Segmentation reports. Data export.</p> <p>4 Methods and techniques for gathering information from the market. Different ways of researching individual and institutional customers - specifics of national and international research. Market parameters studied. Methods of conducting market research in domestic and international markets. Tools used in the implementation of marketing research. Trends in conducting quantitative research. Obtaining research from the market.</p> <p>5. Types of quantitative research. Types of quantitative research. Organisation of quantitative research. Methods and techniques for conducting quantitative research. Organisation of research in enterprises. Research agencies operating in Poland. Criteria for selecting a research agency. 6.</p> <p>6. Qualitative research. The essence of qualitative marketing research. Types of qualitative research. Organisation of qualitative research. Application of research methods. Techniques supporting the implementation of qualitative research. Qualitative research scenario. Implementation of qualitative research. 7.</p> <p>7 Research reports. Types of market research reports. Scope of information in reports. Visualisation of research reports using Excel, Statistica and SPSS. Specifics of foreign market research reports.</p>											
Prerequisites and co-requisites	Knowledge of marketing realities, ability to observe market phenomena. Analysis of the behaviour of market players.											
Assessment methods and criteria	<table border="1" data-bbox="448 1317 1498 1444"> <thead> <tr> <th data-bbox="448 1317 794 1350">Subject passing criteria</th> <th data-bbox="794 1317 1141 1350">Passing threshold</th> <th data-bbox="1141 1317 1498 1350">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td data-bbox="448 1350 794 1384">Test</td> <td data-bbox="794 1350 1141 1384">51.0%</td> <td data-bbox="1141 1350 1498 1384">20.0%</td> </tr> <tr> <td data-bbox="448 1384 794 1444">Carrying out your own quantitative survey</td> <td data-bbox="794 1384 1141 1444">51.0%</td> <td data-bbox="1141 1384 1498 1444">80.0%</td> </tr> </tbody> </table>			Subject passing criteria	Passing threshold	Percentage of the final grade	Test	51.0%	20.0%	Carrying out your own quantitative survey	51.0%	80.0%
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Test	51.0%	20.0%										
Carrying out your own quantitative survey	51.0%	80.0%										
Recommended reading	Basic literature	<ol style="list-style-type: none"> 1. Badania marketingowe. Teoria i praktyka. Redakcja naukowa K. Mazurek - Łopacińska, PWN Warszawa 2011. 2. Badania marketingowe. Od teorii do praktyki. Redakcja D. Maison, A. Noga - Bogomiński, Gdańskie Wydawnictwo Psychologiczne, Gdańsk 2007. 3. S. Kaczmarczyk, Badania marketingowe. Podstawy metodyczne, PWE, Warszawa 2011. 4. T. Czuba, M. Skurczyński, Badania tajemniczy klient a badania satysfakcji (aspekt praktyczny), Prace Naukowe Akademii Ekonomicznej we Wrocławiu, 2003. 5. A. Oniszczyk-Jastrząbek, T. Czuba, Jakość obsługi klienta w sektorze małych i średnich przedsiębiorstw na przykładzie usług ubezpieczeniowych, Marketing i Zarządzanie, Uniwersytet Szczeciński 2017. 										
	Supplementary literature	<ol style="list-style-type: none"> 1. G.A. Churchill, Badania marketingowe. Podstawy metodologiczne, PWN Warszawa 2002 2. D. Maison, Jakościowe metody badań marketingowych, PWN Warszawa, 2010 										
	eResources addresses											
Example issues/ example questions/ tasks being completed	<ol style="list-style-type: none"> 1. Building a market information system. 2. Process of gathering market information. 3. Cooperation with a research agency. 4. Quantitative or qualitative research. 											
Work placement	Not applicable											

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