

Subject card

Subject name and code	Forwarding in international trade - exercises, PG_00169998						
Field of study	Economics						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2027/2028		
Education level	Bachelor's studies		Subject group		Obligatory subject group in the field of study Optional subject group		
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	3		Language of instruction		Polish		
Semester of study	6		ECTS credits		2.0		
Learning profile	academic		Assessment form		credit		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr Maria Matusiewicz				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	15.0	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		5.0		30.0	50
Subject objectives	The aim of the exercises is to develop the ability to practically understand and apply knowledge in the field of forwarding in the context of international trade. Students learn to analyze transport documents, recognize delivery conditions, create basic schemes of the forwarding process, and assess the legal and economic effects of logistics decisions.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[EKONL3_U02] is able to use the knowledge of theory and data to analyse concrete economic and social processes and phenomena and to analyse these phenomena using methods developed in economics, finance and management sciences	The student is able to use data and theoretical knowledge to analyze logistic and economic processes occurring in international forwarding.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU5] implementation of a problem task [SU8] observation of student's independent or team work
	[EKONL3_K05] correctly identifies, diagnoses and resolves professional dilemmas and different options for solutions	Student potrafi rozpoznać i rozwiązywać dylematy zawodowe związane z wyborem środków transportu, tras przewozu i organizacją spedycji.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report
	[EKONL3_W03] has advanced knowledge of the relations between economic agents and social organisations operating in the national, international and intercultural arenas	The student has knowledge of the relationships and cooperation between entities participating in the international supply chain, both at the national and international level.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report
	[EKONL3_U07] is able to participate in analyses and evaluations of alternative solutions to economic and social problems and to choose the methods and instruments to resolve them rationally	Student potrafi analizować różne warianty organizacji transportu międzynarodowego i dobrać optymalne metody oraz narzędzia ich realizacji.	[SU1] oral statement/conversation/discussion [SU3] text preparation/written work
	[EKONL3_W07] has knowledge of the basic economic and financial principles of the functioning and management of economic entities and organisations as well as the legal, organisational, moral and ethical norms and rules governing the functioning of public institutions	The student has knowledge of the economic and financial principles as well as legal and ethical standards governing the activities of forwarding and transport companies.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report [SW5] implementation of a problem task
	[EKONL3_W04] knows the types of economic and social ties and the regularities governing them	The student knows the basic economic and social relationships that influence the functioning of the forwarding and transport services market.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report [SW5] implementation of a problem task
	[EKONL3_U05] uses normative systems (legal, professional, ethical) to solve a specific economic or social task	The student is able to apply transport law provisions and ethical and professional standards in order to solve a practical problem related to the implementation of the international forwarding process.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report
	[EKONL3_U06] uses the knowledge acquired in economics, finance and management to solve economic and social dilemmas arising in the professional context	The student uses knowledge of economics, finance and management to make decisions regarding the effective organization of international transport.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU5] implementation of a problem task
	[EKONL3_K01] recognises the importance of economic knowledge in identifying and solving economic problems and of consulting experts when difficulties in solving them independently	The student understands the importance of economic knowledge in recognizing and analyzing forwarding problems and is able to seek expert opinions in the event of difficulties.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report
Subject contents	Analysis of the stages of the forwarding process on examples of specific foreign trade transactions Working with forwarding and transport documents (forwarding order, waybills: CMR, AWB, B/L) Recognizing and applying Incoterms delivery terms in practical tasks Drafting basic forwarding and transport contracts - elements, liability, risk Examples of insurance of goods in transport - calculations, case studies Application of international conventions in practice - solving cases Completing customs and control documents in import/export Case study: planning the forwarding process using different means of transport Assessment of the effects of the Mobility Package on forwarding operations (scenario analysis) Solving operational problems - delays, damages, contractual conflicts Interpretation problems, doubts will be explored during consultations.		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	activity, participation in discussion	51.0%	30.0%
	presentation of your own project	51.0%	70.0%

Recommended reading	Basic literature	FIATA website - the International Federation of Freight Forwarders Associations
	Supplementary literature	FIATA website - the International Federation of Freight Forwarders Associations
	eResources addresses	
Example issues/ example questions/ tasks being completed	1. "You have a client from China - what do you do?" Simulation: A client from Shanghai orders goods to Poland. You are the freight forwarder - plan the entire process: choose the route, means of transport, documents, insurance. Calculate the time and costs, present it as a real offer to the client. "Battle of offers" - tender simulation Team task: Each group is a freight forwarding company. You compete for the order to transport the cargo. You prepare an offer (costs, time, insurance, safety). The group with the most interesting and best justified offer wins the tender. 3. "What can go wrong?" Case study: The shipment did not arrive on time. Part of the goods was lost. The customer demands compensation. Task: determine what happened, who messed up, who is legally responsible and how to fix the situation. 4. "Fake it till you make it" - you make your first order Individual exercise: Fill out all documents for a fictitious forwarding order (CMR, invoice, waybill, transport order). The task was done based on real document templates. 5. "Uber for trucks" - how does TimoCom/Trans.eu work? Computer workshops: Go to the TimoCom, Trans.eu platforms (or their simulations/demos) and see how freight exchanges really work. Task: Find the best route and load for your driver - profit counts! 6. "INCOTERMS war" Quiz & simulation: Two teams "fight" on INCOTERMS knowledge - who pays for what, who is responsible, when the risk passes. 7. "Who pays the duty?" - live customs clearance Simulation: You have to clear goods from Turkey. Go through the procedure: documents, tariff codes, rates, VAT, deadlines. Task: check current regulations 8. "Catastrophic scenarios" - crisis exercise Scenario: Your container is stuck in port due to a strike. The customer is impatient. What do you do as a freight forwarder? Task: The team has 15 minutes to find 3 solutions and present them to the customer. 9. "You don't have a truck, you have a brain" - logistics without funds Challenge: You have to organize the transport of goods, but you don't have your own fleet. You have to handle everything from external sources, cheaply and quickly. Time and price count - we make a ranking of results.	
Work placement	Not applicable	

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