University of Gdańsk

Subject card

Subject name and code	Factoring in Business Practice, PG_00170161					
Field of study	International Economic Relations					
Date of commencement of studies	October 2025	Academic year of realisation of subject		2026/2027		
Education level	Master’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	3	ECTS credits		2.0		
Learning profile	academic	Assessment form				
Conducting unit	Faculty of Economics -> Rector					
Name and surname of lecturer (lecturers)	Subject supervisor	dr hab. Iwona Sobol				
	Teachers	dr hab. Iwona Sobol				

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	12.0	23.0	50

Subject objectives	Familiarizing students with the detailed and in-depth topics related to the use of factoring as a tool for financing both domestic and international trade.

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 in-depth knowledge of international economic relations regarding the functioning of factoring in Poland and around the world, and he deeps it during office houres also.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
[MSGMU2_U06] can identify types of risks related to international operations of enterprises and correctly determine their consequences and methods of mitigation, with a skilful application of theory, using appropriate research method	The student is able to identify selected types of risks related to the international operations of enterprises (including the credit risk, the financial liquidity risk, currency risk), correctly determine their consequences and the role of factoring in securing these risks.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU4] test/exam - oral or written
[MSGMU2_K02] is ready to critically assess the level of acquired knowledge, skills and professional competence in the area of international economic relations	The student is ready to critically assess the level of knowledge, skills and professional competences in the area of international economic relations in the field of trade financing tools (mainly factoring).	[SK1] oral statement/conversation/ discussion

Subject contents	1. Methods of settlement in trade - advantages and disadvantages of different forms of payment - risk associated with payment in an open account - ways of solving problems related to payment in an open account 2. Characteristics of factoring - genesis of factoring - the concept of factoring - factoring functions - types of factoring - classification based on various criteria - factoring in international transactions - factoring entities 3. Analysis of the benefits and costs of factoring 4. International cooperation of factoring companies - origins and activities of the FCI organization - the importance of FCI - the importance of the international UNIDROIT and UNCITRAL conventions 5. Factoring market in selected countries around the world - global factoring turnover - factoring market in selected countries around the world 6. Factoring services market in Poland - genesis and development - market size and structure (domestic factoring and international factoring, proper factoring and inappropriate factoring) - activities of the Polish Factors Association - development prospects
Prerequisites and co-requisites	Knowledge of finance

Assessment methods and criteria

Subject passing criteria	Passing threshold	Percentage of the final grade
assessment in the form of a written test	51.0%	100.0%

Recommended reading

Recommended reading	Basic literature	Sobol I., Faktoring i forfaiting w handlu międzynarodowym, w: Rozliczenia międzynarodowe, red. D. Marciniak-Neider, PWE, Warszawa 2011. Sobol I., Międzynarodowe finansowanie krótkookresowe, w: Finanse międzynarodowe. Wybrane problemy, red. M Markiewicz, U. Mrzygłód, PWE, Warszawa 2015. Rozliczenia w praktyce handlu zagranicznego, red. D. Marciniak-Neider, A. Stańczyk, PWE, Warszawa 2017. Sobol I., Faktoring międzynarodowy, Oficyna Ekonomiczna, Kraków 2005.
	Supplementary literature	Kreczmańska-Gigol K., Faktoring jako jeden z instrumentów zarządzania należnościami i zobowiązaniami handlowymi a struktura kapitału, Difin, Warszawa 2013. Sobol I., Charakterystyka instytucji świadczących usługi faktoringowe w Polsce, "Tworzywa Sztuczne w Przemyśle" 2013, nr 4 (www.tworzywasztuczne.biz). Sobol I., Rynek usług faktoringowych w Polsce i Unii Europejskiej, w: Globalizacja. Integracja. Konkurencyjność: współczesne dylematy, red. A. Grynia, Uniwersytet w Białymstoku, Wydział Ekonomiczno-Informatyczny w Wilnie, Wilno 2020. Materiały i statystyki organizacji faktoringowych, takich jak FCI, Polski Związek Faktorów.
	eResources addresses	Adresy na platformie eNauczanie:
Example issues/ example questions/ tasks being completed		

Work placement	Not applicable

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