

Subject card

Subject name and code	Creating the Offer of Enterprises on Foreign Markets, PG_00170173						
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		exam		
Conducting unit	Division of International Trade -> Department of International Business -> Faculty of Economics -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Aleksandra Bielawska				
	Teachers		dr Aleksandra Bielawska				
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	The student will have the opportunity to become familiar with the specifics of shaping the offer of products and services by companies oriented towards foreign markets.						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[MSGMU2_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions; undertakes challenges of creative thinking; acquires resilience to failures; assesses risks and threats and finds ways of counteracting their effects		The student, participating in the process of shaping the offer addressed to foreign markets, is ready to think and act in an entrepreneurial way, adapts to new situations and conditions, and takes up the challenges of creative thinking.		[SK1] oral statement/conversation/discussion		
	[MSGMU2_U04] can use the acquired knowledge to formulate and solve complex problems related to the operation of economic entities on the international market, with particular emphasis on the European Union market		The student is able to use the acquired knowledge to formulate and solve complex problems related to adapting the company's offer to the requirements and expectations of the foreign market. Doubts in this area will also be discussed during office hours.		[SU4] test/exam - oral or written		
	[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 knowledge of selected areas of functioning of a modern enterprise in the national and international environment.		[SW4] test/exam - oral or written		

Subject contents	1. The essence of the product, functions and functional features of products, emotional value for the buyer, product life cycle. 2. The company's assortment policy on foreign markets - adaptation and specialization strategies, determinants of the choice of strategy. 3. The process of product innovation, forms of testing new products. 4. Product access to the EU market. Product certification - the principle of mutual recognition and the principle of presumed conformity, the concept of a new approach and a global approach, products covered by directives, manufacturer's liability for damage caused by a defective product, CE marking, market supervision. 5. Product access to other foreign markets (e.g. Russian, Belarusian and Ukrainian, GOST certificates). 6. The importance of a national brand in creating an offer of products and services on foreign markets.		
Prerequisites and co-requisites	None		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	exam	51.0%	80.0%
	active participation	51.0%	20.0%
Recommended reading	Basic literature	P. Kotler, K.L. Keller, Marketing Management, Pearson, any year of publication.	
	Supplementary literature	1. B. Lawley, G. Cohen, 42 rules of product management learn the rules of product management from leading experts from around the world, Super Star Press, California 2010. 2. P. Trott, Innovation management and new product development, Pearson, Harlow 2017.	
	eResources addresses		
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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