

Subject card

Subject name and code	Management of the Transaction Cycle on Foreign Markets, PG_00170179						
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	4		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 Monika Grottel				
	Teachers		dr Monika Grottel				
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	As a result of completing the course, the student will gain in-depth knowledge of the organization of commercial activities on foreign markets, learn the methods and forms of cooperation of enterprises on the international market and the principles of conducting trade in goods, and, in particular, the rules of customs handling of import and export of goods, will gain the ability to make decisions in the field of planning commercial activities on foreign markets and completing commercial and customs documents.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSGMU2_W10] has an in-depth knowledge of the legal, cultural and financial conditions related to business operations, in particular those of an international nature	The student is able to independently assess the social, economic, legal and technological conditions of export expansion or import from a given foreign market.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion
	[MSGMU2_W11] has a theoretically grounded, in-depth knowledge of the key issues of managing a business entity on the national and international market and of selected detailed issues of the international supply chain	The student has in-depth knowledge of the organization of commercial activities on the international market and is aware of the importance of rational management in this area.	[SW4] test/exam - oral or written
	[MSGMU2_U07] can plan and manage a commercial transaction on the international market, conduct effective negotiations, analyse and critically assess the course of the transaction	The student knows the stages of the transaction cycle and the tasks facing the entrepreneur at each stage; the student is able to formulate transaction and negotiation goals and assess their implementation.	[SU4] test/exam - oral or written
	[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 identifies the sources of risk at each stage of the transaction cycle, knows how to limit it; the student is able to classify potential target markets and trade contractors according to the risk level.	[SU1] oral statement/conversation/discussion [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 knows the rules for preparing a commercial offer, a commercial contract, knows the legal bases governing international trade agreements, as well as the trade customs pertaining to the organization of international transport.	[SW4] test/exam - oral or written
	[MSGMU2_U12] can manage teamwork, cooperate and work in a team, in particular an international one, taking a leading role in it	The student cooperates in a team preparing a group project and a presentation; the students learn to take responsibility for the assigned tasks. The outcome is realized during classes.	[SU2] presentation/project/paper/report
	[MSGMU2_U05] can apply the rules and standards of business activity in order to solve complex and atypical problems arising from international economic cooperation	The student is able to identify trade barriers and trade restrictions on a given target market; the student can complete commercial documentation for the entire transaction cycle.	[SU1] oral statement/conversation/discussion [SU4] test/exam - oral or written
	[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 develops a project of a promising export product, identifies the competitive advantages of the company, analyzes its market position, assesses the readiness of the company to internationalize. The outcome is realized during classes.	[SK2] presentation/project/paper/report [SK4] test/exam - oral or written
	[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 recognizes the multidimensionality of transaction cycle management process; he/she is aware of the key aspects of the legal, financial, social and economic business environment; the student learns the problems and challenges appearing at each stage of the cycle.	[SU4] test/exam - oral or written
	[MSGMU2_K06] is ready to independently identify, diagnose and responsibly resolve dilemmas and alternative solutions related to his/her profession and the development of professional achievements	The student independently selects both the target market and the commercial contractor using objective decision criteria as well as quantitative and qualitative methods.	[SK1] oral statement/conversation/discussion [SK4] test/exam - oral or written

Subject contents	1. Organization of commercial activities in the enterprise on the international market. 2. Transaction cycle. 3. Preparation of export/import trade transactions. 4. Criteria for selecting the target market. 5. Establishing contact with a contractor on a foreign market. 6. Criteria for selecting a recipient/supplier of goods. 7. The subject of the transaction and the detailed scope of contract terms. 8. Execution of a trade transaction: fulfillment of the basic conditions of the contract; managing relationships with intermediaries. 9. Settlement and summary of the commercial transaction, application of supplementary clauses. As part of the consultations, individual questions of students will be discussed, doubts will be clarified and additional information regarding the program content will be provided.		
Prerequisites and co-requisites	knowledge useful for implementing program content: • knowledge of international trade in goods the commercial transaction cycle and commercial customs • international trade transactions • foreign trade procedures and documents		
Assessment methods and criteria	Subject passing criteria active participation in discussions during lectures oral or written exam	Passing threshold 51.0% 51.0%	Percentage of the final grade 20.0% 80.0%
Recommended reading	Basic literature	<i>Basics of foreign trade, red. H. Treder, Publishing House of the University of Gdansk, Gdansk 2005.</i> <i>Stepien B., Foreign trade - guide for practitioners, PWE, Warsaw 2015.</i> <i>Freight forwarder's guide - transport, forwarding and logistics, red. D. Marciniak-Neider and J. Neider, Polish Chamber of Forwarding and Logistics, Gdynia 2023.</i>	
	Supplementary literature	<i>Bednarz J., Gostomski E., Activities of small and medium-sized enterprises in foreign markets, Publishing house University of Gdansk, Gdansk 2009.</i> <i>Guide for exporter with IP for SME, red. M. Bąk, P. Kulawczuk, KIG, Warsaw 2010.</i> <i>Gwardzińska E., Laszuk M., Masłowska M., Michalski R., Customs Law, Wolters Kluwer 2017.</i> <i>Grottel M. (co-author), Introduction to international trade, ed. A. Fornalska-Skurczyńska, M. Skurczyński, Gdansk University Press, 2016.</i>	
	eResources addresses		
Example issues/ example questions/ tasks being completed	Sources of information about foreign markets, analysis of the information obtained in order to decide on the target market for foreign expansion.Factors determining the choice of the Incoterms 2020 trade formula.Factors determining the choice of transaction settlement method.		

Work placement	Not applicable
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