

Subject card

Subject name and code	Transactions in Seaborne Trade, PG_00170226						
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 Polish		
Semester of study	3		ECTS credits		4.0		
Learning profile	academic		Assessment form		credit		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr Tomasz Nowosielski				
	Teachers		dr Tomasz Nowosielski				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	30.0	0.0	0.0	0.0	0.0	30
	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	30		23.0		47.0	100
Subject objectives	The aim of the course is to introduce students to the principles of organising international transport processes, with particular emphasis on the role of the freight forwarder in the organisation of these processes.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSGMU2_W04] has an in-depth knowledge of different types and elements of economic structures and institutions, including institutions, organisations and economic entities; understands the causes, course, scale and consequences of changes occurring in them, as well as relations between them on a national, international and intercultural scale; knows the theories explaining relations among them	The student has knowledge of: the functioning of international commodity markets and how they relate to transport markets. The student takes advantage of the opportunity to consult on issues related to the subject.	[SW4] test/exam - oral or written
	[MSGMU2_K07] is ready to observe and develop the principles of professional ethics and corporate social responsibility, takes into account changing social needs, respects the diversity of opinions and cultures, and is professional and loyal towards the employer	The student is aware of the ethical responsibility of the actions performed in the sphere of preparation, conclusion and execution of maritime trade transactions. The student takes advantage of the opportunity to consult on issues related to the subject.	[SK1] oral statement/conversation/discussion
	[MSGMU2_W13] knows and understands methods and tools for describing economic phenomena, including data acquisition techniques, which make it possible to describe and analyse economic entities functioning on the international market as well as processes and phenomena occurring in them and between them, and also those supporting decision-making processes	The student is familiar with the rules of international trade and has knowledge of the procedures involved in carrying out maritime trade transactions. The student takes advantage of the opportunity to consult on issues related to the subject.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion
	[MSGMU2_U09] can innovatively solve problems in the field of international economic relations and the functioning of economic entities on the international market, adapting existing or developing new methods and tools	The student is able to identify the principles of cooperation of enterprises with the state administration in the import and export of goods, the assessment of the risk of implementation of maritime trade transactions and methods of its mitigation, and is able to identify the entities involved in the implementation of international transactions and the extent of their involvement.	[SU1] oral statement/conversation/discussion [SU4] 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 is able to identify the scope of activities necessary to carry out a commercial transaction. He/she is familiar with the course of trade procedures and procedures related to import and export of goods. He/she is able to assess the level of risk in realising international trade transactions and identify ways of mitigating it. He/she is able to identify the various entities participating in the realisation of international transactions and assign them a relevant role.	[SU1] oral statement/conversation/discussion [SU4] test/exam - oral or written
	[MSGMU2_K08] prepares responsibly for his/her work; is able to set priorities and to plan work appropriately considering changing social needs	The student is able to plan his/her work appropriately, to define the purpose of the activity taking into account various factors influencing its realisation. The student takes advantage of the opportunity to consult on issues related to the subject.	[SK4] test/exam - oral or written

	Course outcome	Subject outcome	Method of verification
	[MSGMU2_U02] can observe, evaluate and critically analyse the causes and course of processes and phenomena taking place in the open economy; can formulate his/her own opinions on the subject, interpret statistical data and economic indicators necessary in this respect, and also forecast economic processes and phenomena using advanced methods and tools applied in economic sciences	The student interprets the phenomena and trends in world trade markets, particularly in maritime trade, skilfully and correctly and is able to interpret economic data and indicators.	[SU4] test/exam - oral or written
	[MSGMU2_W03] knows and understands types of economic ties and the regularities governing them; understands the conditions and principles of the functioning of the market and the market mechanism in the national, international and global aspect	Students will have knowledge of: the functioning of international commodity markets, knowledge of trade agreements, international trade transactions, the stages of the transaction cycle and the principles of organising and executing transport gestures with particular emphasis on maritime transport, the circulation of commercial and goods documentation between entities involved in the implementation of maritime trade transactions.	[SW4] 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 deepen his/her knowledge of freight forwarding, freight markets and the principles of transport systems. The student takes advantage of the opportunity to consult on issues related to the subject.	[SK4] test/exam - oral or written
Subject contents	1. The specifics of commercial contracts Definition of a contract and characteristics of a commercial contract; types of commercial contracts; role of commercial contracts in business; concept of commercial transaction; types of commercial transactions; commercial negotiations 2. Characteristics of international trade transactions Concept of transaction; transaction cycle; specifics of transacting in international trade; characteristics of transaction phases 3. Commercial contract Concept of contract; types of contracts; division of contracts; construction of contracts; contract clauses; legal regulations - Vienna Convention 1980. 4. Stages of commercial transactions Transport gestion in a trade contract; benefits and risks of having a transport gestion; division of the transport gestion between the parties of the trade contract; international trade formulas: Incoterms 2010; entities participating in the implementation of international trade transactions; course of international trade transactions 5. Organisation and execution of the transport business The role and tasks of a forwarding agent; forwarding advice; the transport process as an added value to international trade transactions; characteristics of forwarding and transport services; the participation of individual transport branches in the processing of international trade transactions 6. Transport documents used in land and air transport in the transaction phase Characteristics of the conditions for the operation of land and air transport International railway consignment note (document form) International road consignment note (document form) AWB international air waybill (document form) 7. Transport documents used in non-scheduled maritime transport Freight market; freight brokerage; freight advice in commercial contract; maritime transport contracts (charter-form documents) 8. Transport documents used in regular shipping Regular shipping market; maritime agents; cargo acquisition system; maritime transport contracts - beaching contract; role of the bill of lading in liner shipping 9. Basic goods documents occurring in international trade transactions Characteristics of documents representing goods in international trade; invoice - basic document confirming a transaction; Certificate of origin; bill of lading - basic goods dokument 10. Multimodal transport Definition and characteristics of multimodal transport (logistical solutions); role of maritime transport in the implementation of multimodal transport; FIATA Multimodal Transport B/L 11. Electronic documents Electronic bill of lading and other documents 12. Customs documents Customs procedures; customs documentation 13. Insurance for commercial transactions Insurance of goods, goods in transit; insurance documentation		
Prerequisites and co-requisites	International economic relations, international transport.		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Examination test and lecture activity	51.0%	100.0%

Recommended reading	Basic literature	1. <i>E. Gostomski, T. Nowosielski, Międzynarodowy handel morski</i>, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2020. 2. <i>Handel zagraniczny. Organizacja i technika</i>, redakcja naukowa J. Rymarczyk, Polskie Wydawnictwo Ekonomiczne, Warszawa 2017. 3. <i>Handel zagraniczny. Poradnik dla praktyków</i>, pod red. B. Stępień, PWE, Warszawa 2015. 4. <i>Podstawy handlu zagranicznego</i>, pod red. H. Treder, WUG, Gdańsk 2005. 5. <i>J. Kunert, Technika handlu morskiego</i>, PWE, Warszawa 1970.
	Supplementary literature	1. E. Gostomski, T. Nowosielski, <i>Kierunki rozwoju międzynarodowego handlu morskiego</i>, "Pieniądze i Więź", 2019, 2(83). 2. <i>Organizacja i technika transportu morskiego</i>, pod red. J. Kujawy, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2015. 3. T. Nowosielski, <i>Efektywność lądowo-morskich łańcuchów transportowych</i>, [w:] Kierunki racjonalizacji systemów i procesów logistycznych, Prace Naukowe Wyższej Szkoły Bankowej w Gdańsku, 15/2012. 4. K. Bialecki, <i>Operacje handlu zagranicznego</i>, Warszawa 2002. 5. <i>Transakcje handlu zagranicznego</i>, pod red. B. Stępień, Warszawa 2004. 6. A. Salomon, <i>Spedycja w handlu morskim</i>, WUG, Gdańsk 2003.
	eResources addresses	
Example issues/ example questions/ tasks being completed	1. Features and types of business contracts. 2. Foreign trade transaction. 3. Problems of transport gestation - Incoterms 2020. 4. Transport documents - waybills. 5. Maritime transport documents. 6. Multimodal transport.	
Work placement	Not applicable	

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