University of Gdańsk

Subject card

Subject name and code	International Trade Transactions, PG_00172200					
Field of study	International Economic Relations					
Date of commencement of studies	October 2025		Academic year of realisation of subject		2026/2027	
Education level	Bachelor's studies		Subject group		Obligatory subject group in the field of study	
Mode of study	part-time studies		Mode of delivery		at the university	
Year of study	2		Language of instruction		Polish	
Semester of study	3		ECTS credits		4.0	
Learning profile	academic		Assessment form			
Conducting unit						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Anna Sperska			
	Teachers		dr Anna Sperska			
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	16.0	0.0	0.0	0.0	16
	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	16		5.0	79.0	100
Subject objectives	The main goal is to prepare the student to conduct commercial activity on the international market.					

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSGL3_W06] knows and understands the relations between economic entities and public institutions functioning in the national, international and intercultural realms	student has knowledge about the relationships between entities in the structure of the international market	[SW5] implementation of a problem task
	[MSGL3_W11] has an advanced knowledge of (legal, organisational, ethical) rules and norms organising economic structures and institutions (in particular those on the international market)	student has knowledge about legal norms and trade customs used on the international market	[SW5] implementation of a problem task
	[MSGL3_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions, undertakes challenges of creative thinking; is resilient to failures; can identify threats and assess the risk of their occurrence	student is ready to act in an entrepreneurial manner, takes up the challenges of creative thinking	[SK1] oral statement/conversation/ discussion [SK2] presentation/project/paper/ report [SK5] implementation of a problem task [SK8] observation of student's independent or team work
	[MSGL3_U16] can plan and implement his/her own lifelong learning, expand and improve his/ her acquired knowledge and economic skills; is open to new ideas and techniques; is willing to learn using any method, and has a tendency to interact with other participants of the learning process	student can independently supplement and improve acquired knowledge and economic skills	[SU2] presentation/project/paper/ report [SU8] observation of student's independent or team work
	[MSGL3_U13] can prepare presentations and oral speeches on selected specific problems concerning international economic relations (in connection with the chosen speciality within International Economic Relations), using basic theoretical approaches, specialist terminology, principles of collecting data from various sources, their description and interpretation, and drawing conclusions based on scientific literature	student has the ability to prepare speeches and presentations on selected issues related to the company's activities on international market	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU8] observation of student's independent or team work
	[MSGL3_K05] correctly identifies, diagnoses and solves dilemmas and various options of solutions related to the profession	student correctly identifies and solves problems related to the functioning of the enterprise in the international environment	[SK5] implementation of a problem task [SK8] observation of student's independent or team work
	[MSGL3_W16] has an advanced knowledge and understanding of the principles of entering into and conducting business transactions on the international market	student knows the principles of concluding and implementing trade transactions on the international market	[SW5] implementation of a problem task
	[MSGL3_W07] knows and understands types of economic ties and regularities governing them, including the principles of functioning of the market and the market mechanism, both in the national and international aspect	student knows and understands the principles of functioning and the mechanism of the international market	[SW2] presentation/project/paper/ report [SW5] implementation of a problem task
	[MSGL3_W13] has a well-structured knowledge of the functioning of business entities in the national and international environment, with particular emphasis on the European Union	student has knowledge about the operation of an enterprise on the European Union market	[SW5] implementation of a problem task
	[MSGL3_U06] can identify selected risks related to international operations of enterprises and assess their consequences correctly	student can assess the risks associated with implementing transactions on the international market	[SU5] implementation of a problem task
	[MSGL3_U07] can perform commercial transactions on the international market, select and apply appropriate forms of transaction settlement, analyse and critically assess the course of transactions	student can apply his/her knowledge to prepare a trade transaction on the international market	[SU5] implementation of a problem task [SU8] observation of student's independent or team work

Subject contents	**1. Macroeconomic conditions for conducting business in the area of foreign trade** - the concept of foreign trade, the role of foreign trade in the country's economy, the impact of foreign trade on the macroeconomic situation, microeconomic functions of export and import, the size and structure (commodity and geographical) of Poland's trade with foreign countries, the dynamics of export and import. **2. Shaping the legal environment of foreign trade** - the impact of the state on the sphere of foreign trade (autonomous, conventional, protectionist policy, free trade policy, assumptions of pro-export policy), the scope of competences of EU decision-making bodies regarding foreign trade, the main instruments of trade policy (economic and administrative), the impact of the exchange rate on foreign trade, customs duty as an instrument of trade policy (customs system, customs territory), customs preference systems, the scope of protection of the interests of member states, protection against the inflow of subsidized goods, technical and administrative barriers to import. **3. Conditions of conducting trade within the European Union and with non-EU countries** - the European Union as a common market, free competition policy, the principle of free movement of goods, monitoring trade within the INTRASTAT system, - administration of trade with non-EU countries - legal basis for administering trade with foreign countries, scope of autonomous decisions in relation to trade with foreign countries, automatic registration of turnover, types of commodity quotas, permission to import/export goods, prohibitions in trade. **4. The market as the economic environment of foreign trade** - the concept of the market as an economic category, the entity structure of the market, analysis of market conditions (market features), forms of market organization, mutual influence of markets. Commodity exchange and auction as forms of market organization - principles of organizing exchange and auction trading, categories of entities on the exchange and auction, the role of stock brokers, characteristics of exchange and auction goods, types of exchange and auction transactions, course of operations on the stock exchange floor, types of commercial auctions, contemporary functions of commodity exchanges and auctions. **5. Other forms of institutional markets** - international fairs and exhibitions, main trends in the development of international fairs, the use of tenders in international trade, the course of the tender procedure, conditions limiting the use of tenders, the rights and obligations of the parties participating in the tender. **6. Trade customs** - the concept of trade custom, custom and trade reason, the importance of customs in the practice of market contacts, types of trade customs, examples of customary solutions used in various phases of a commercial transaction (Hague Rules, York-Antwerp Rules, Institute Clauses, ADS, ICC Uniform Rules for Demand Guarantees), customs concerning the interpretation of trade formulas (Warsaw-Oxford Rules, RAFTD, COMBITERMS). **7. INCOTERMS** - development of INCOTERMS, principles of application of the INCOTERMS interpretation, scope of obligations regulated in the INCOTERMS 2020 interpretation, characteristics of groups and individual commercial formulas, comparison of INCOTERMS 2000, INCOTERMS 2010, INCOTERMS 2020 - scope of regulations, practical application. **8. Preparation and implementation of a commercial transaction** - phases of the transaction cycle, market research, preparation of the general concept of the contract, commercial negotiations (market contact techniques), conclusion of the contract, implementation of transport and insurance management, the role of auxiliary institutions (chambers of commerce, business intelligence agencies, banks). **9. Contract as an element of a commercial transaction** - the concept of a contract, contract clauses (basic, supplementary, legal and order), basic commercial documents (invoices, transport, payment, insurance documents, etc.), offer (types of offers, terms of the offer according to the Vienna Convention). **10. Conducting financial settlements within the transaction cycle** - selection of the form of settlement, conditional and unconditional forms of payment, payment instruments, documentary collection, the role of the bank in the course of a documentary letter of credit, the importance of commercial documents in the course of payments, customary principles of making settlements on the international market. **11. Resolving disputes concerning foreign trade transactions** - the parties' responsibility for the performance of the contract, filing complaints, mediation, proceedings before common courts, arbitration proceedings, ad hoc arbitration, permanent arbitration courts, international conventions on arbitration, provisions of the Code of Civil Procedure on the application of economic arbitration. **12. Forms of international trade** - criteria for selecting the forms of trade, direct and indirect commercial activity, types of intermediation in commercial transactions, basic forms of turnover (export, import), the

	concept and forms of re-export, processing turnover, practical effects of nationalization of goods (determining the principles of origin of goods), leasing in international economic operations, international franchising. **13. Tied transactions in international trade** - the concept of a transaction (commercial, non-commercial), conditions for applying tied trade, types of tied transactions, barter, compensation transactions, reciprocal purchase transactions, self-repayment transactions, offset transactions, switch transactions. 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	
Assessment methods and criteria	(see table below)

Subject passing criteria	Passing threshold	Percentage of the final grade
2 unannounced short tests	51.0%	10.0%
activity, participation in discussions	51.0%	20.0%
group project presented during classes	51.0%	20.0%
2 tests	51.0%	50.0%

Recommended reading		
	Basic literature	1. Podstawy handlu zagranicznego, red. H. Treder, Wyd. Uniwersytetu Gdańskiego, Gdansk 2005. 2. INCOTERMS 2020 by the International Chamber of Commerce, ICC rules for the use of domestic and international trade terms, ICC Publication No. 723 Pl. 3. A. Blajer, *Międzynarodowe reguły handlowe. Zasady i praktyka stosowania*, ODDK, Gdansk 2000.
	Supplementary literature	1. J. Bednarz, S. Pangsy-Kania, H. Treder, Ekspansja zagraniczna przedsiębiorstw w warunkach konkurencji międzynarodowej, Wydawnictwo Uniwersytetu Gdańskiego, Gdansk 2020. 2. Marketing eksportowy małych i średnich przedsiębiorstw w Regionie Południowego Bałtyku, red. H. Treder, P. Kulawczuk, Wyd. Uniwersytetu Gdańskiego, Gdansk 2012. 3. E. Gostomski, *Handel wiązany w gospodarce światowej*, Wyd. Uniwersytetu Gdańskiego, Gdansk 2004. 4. B. Jelinski, *Polityka współpracy gospodarczej z zagranica*, Wyd. Uniwersytetu Gdańskiego, Gdansk 2009. 5. J. Bednarz, E, Gostomski, *Działalność małych i średnich przedsiębiorstw na rynkach zagranicznych*, Wyd. Uniwersytetu Gdańskiego, Gdansk 2009. 6. D. Marciniak-Neider, Warunki dostaw towarów w handlu zagranicznym, PISiL, Gdynia 2011.
	eResources addresses	
Example issues/ example questions/ tasks being completed		
Work placement	Not applicable	

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