

Subject card

Subject name and code	Transactions in Seaborne Trade, PG_00172266						
Field of study	International Economic Relations						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2027/2028		
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	3		Language of instruction		Polish Polish		
Semester of study	6		ECTS credits		3.0		
Learning profile	academic		Assessment form		credit		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr Tomasz Nowosielski				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	20.0	0.0	0.0	0.0	20
	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	20		7.0		48.0	75
Subject objectives	The aim of the course is to familiarise students with the principles of concluding various types of contracts that are used during the implementation of transport, loading and trade processes, as well as the applicable commercial and transport documentation, with particular emphasis on the specifics of maritime trade.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSG3_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	The student has skills that include: identification of commodity markets and adaptation of actions to the conditions currently prevailing in these markets, principles for the construction of commercial contracts, the ability to identify phases of commercial transactions and commercial documentation, the ability to work with commercial, shipping and transport documentation, the use of commercial negotiation mechanisms in the sphere of concluding various types of contracts, recognition of the scope of the transport gestion and the ability to identify the gestor of maritime trade transaction processes, identification of entities participating in transaction processes, including their tasks and functions. The student takes advantage of the opportunity to consult on issues related to the subject.	[SU4] test/exam - oral or written [SU5] implementation of a problem task
	[MSG3_W16] has an advanced knowledge and understanding of the principles of entering into and conducting business transactions on the international market	The student has knowledge of the principles of commercial transactions, ancillary contracts and conditions of performance of forwarding contracts, together with the principles of use of transport and forwarding documentation. 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 [SW5] implementation of a problem task
Subject contents	1 Stages of commercial transactions 2 Transport gestion in a trade contract; benefits and risks of having transport gestion3 Incoterms 2010; entities involved in the execution of an international trade transaction4 International rail consignment note (document form).International truck consignment note (document form). International air waybill AWB (document form).6 Freight brokerage - freight advice in a commercial contract. 7. contracts in irregular shipping - voyage charter, time charter, shipping contract8. contracts in liner shipping - beaching contract; role of the liner bill of lading in liner shipping9. basic goods documents occurring in international trade transactions10. characteristics of documents representing goods in international trade; FIATA FBL multimodal bill of lading, electronic bill of lading		
Prerequisites and co-requisites	The exercises complement the lecture Transactions in Maritime Trade and require the knowledge gained in that lecture.		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	credit test, assignments and class activity	51.0%	100.0%
Recommended reading	Basic literature	1. Handel zagraniczny. Organizacja i technika, red. J. Rymarczyk, Polskie Wydawnictwo Ekonomiczne, Warszawa 2017. 2. Handel zagraniczny. Poradnik dla praktyków, pod red. B. Stepień, PWE, Warszawa 2015. 3. Gostomski E., Nowosielski T., Międzynarodowy handel morski, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2020. 4. Podstawy handlu zagranicznego, pod red. H. Treder, WUG, Gdańsk 2005. 5. Kunert J., Technika handlu morskiego, PWE, Warszawa 1970.	
	Supplementary literature	1. Organizacja i technika transportu morskiego, pod red. J. Kujawy, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2015. 2. Gostomski E., Nowosielski T., Kierunki rozwoju międzynarodowego handlu morskiego, "Pieniądze i Więź", 2019, nr 2. 3. Nowosielski T., Efektywność lądowo-morskich łańcuchów transportowych, [w:] Kierunki racjonalizacji systemów i procesów logistycznych, Prace Naukowe Wyższej Szkoły Bankowej w Gdańsku, 2012, nr 15. 4. Białecki K., Operacje handlu zagranicznego, Warszawa 2002.	
	eResources addresses		

Example issues/ example questions/ tasks being completed	The role of the transport gesture in foreign trade transactions.The trade contract as the main transaction document.Steps in the implementation of a trade transaction.The use of transactional documentation in the processes of implementation of the transport gesture.The use of transport documents in the implementation of a trade transaction.
Work placement	Not applicable

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