

Subject card

Subject name and code	Procedures of International Business, PG_00172431						
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	full-time studies		Mode of delivery		at the university		
Year of study	3		Language of instruction		Polish polish		
Semester of study	6		ECTS credits		1.0		
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	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		5.0		5.0	25
Subject objectives	The aim of the course is to provide an overview of the characteristics of the functioning of foreign trade as a market mechanism for the realisation of commodity and property flows.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSGL3_W03] has an advanced and structured knowledge of the world economy and international economic relations; understands the process of their evolution, including its causes and consequences	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
	[MSGL3_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.	[SW4] test/exam - oral or written
	[MSGL3_K06] is ready to be guided in his/her professional life by business ethics and corporate social responsibility, to respect others and to be loyal to his/her employer	The student is aware of the application of good professional practice in the work of a freight forwarder, which involves ethical requirements for employees who interact with various business entities and government representatives. The student takes advantage of the opportunity to consult on issues related to the subject.	[SK4] test/exam - oral or written
	[MSGL3_K02] critically assesses the level of his/her knowledge in the field of economics; is willing to deepen and update this knowledge throughout his/her life	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.	[SK1] oral statement/conversation/discussion [SK4] test/exam - oral or written
	[MSGL3_U03] can identify and analyse relations between economic entities and public institutions in the national and international environment; using the acquired theoretical knowledge can critically evaluate these relations and indicate directions for their further development or changes	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.	[SU4] test/exam - oral or written
	[MSGL3_U01] can correctly interpret and explain economic and social phenomena, analyse their causes, course and connections between these phenomena using the acquired knowledge of economics, finance and international economic relations	The student has the skills related to the realisation of transport tasks using irregular and regular shipping and the use of relevant transport documents. In addition, he/she will be able to explain the functioning of international shipping markets and the tasks of entities involved in the implementation of maritime transport processes. The efficient handling of transport processes also requires the ability to make decisions regarding shipowning companies, in particular their organisation, finances and relations with the international environment. The student takes advantage of the opportunity to consult on issues related to the subject.	[SU4] test/exam - oral or written
	[MSGL3_W04] has an advanced knowledge of different types and essential elements of the structures of economic entities and organisations, and public institutions	The student has knowledge of: the functioning of international commodity markets and how they relate to transport markets.	[SW4] test/exam - oral or written

	Course outcome	Subject outcome	Method of verification
	[MSGSL3_K01] is ready to recognise the importance of knowledge in the field of economics in the process of identifying and solving economic problems and to consult experts in case of difficulties in solving them independently	The student is aware of the necessity to verify his/her action, based on accepted professional standards and customs in foreign trade.	[SK4] test/exam - oral or written
	[MSGSL3_U02] can assess economic and social phenomena occurring in an open economy, interpret necessary statistical data and economic indicators, as well as forecast economic phenomena and processes, using standard methods and tools applied in economic sciences	The student is ready to deepen his/her knowledge of freight forwarding, freight markets and the principles of transport systems.	[SU4] test/exam - oral or written
	[MSGSL3_W09] has knowledge about a human being as an individual making economic decisions, acting within social structures and organisational units (in particular enterprises) or conducting individual economic activity	The student has knowledge related to decision-making processes occurring in foreign trade procedures. The student takes advantage of the opportunity to consult on issues related to the subject.	[SW3] text preparation/written work
Subject contents	1. Definition, features of foreign trade - introductory activity 2. Benefits of international trade 3. Entities and intermediaries involved in foreign trade 4. Mechanisms and tools for regulating international trade markets 5. Business as a participant in foreign trade - organisation, market relations, industry specifics 6. Pre-trade procedures and conclusion of transactions in foreign trade 7. Customs procedures 9. Transport and insurance procedures in foreign trade		
Prerequisites and co-requisites	Macroeconomics Finance		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Credit test and class activity	51.0%	100.0%
Recommended reading	Basic literature	1. <i>Handel zagraniczny. Organizacja i technika</i>, pod red. J. Rymarczyka, PWE, Warszawa 2017. 2. <i>Handel zagraniczny. Studia przypadków</i>, pod red. B. Stępień, PWE, Warszawa 2016.	
	Supplementary literature	1. E. Gostomski, T. Nowosielski, <i>Międzynarodowy handel morski</i>, WUG, Gdańsk 2020. 2. J. Bednarz, E. Gostomski, <i>Działalność małych i średnich przedsiębiorstw na rynkach zagranicznych</i>, WUG, Gdańsk 2009.	
	eResources addresses		

Example issues/ example questions/ tasks being completed	The essence and characteristics of foreign trade.Characteristics of the mechanisms and components of international trade.The role of trade intermediaries in foreign trade.Principles and tools of regulation of international trade markets (financial and commodity).The role of customs and customs procedures in foreign trade.
Work placement	Not applicable

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