

## Subject card

|                                             |                                                                                                                                          |                                                          |                                         |                                     |                                                |            |     |
|---------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|-----------------------------------------|-------------------------------------|------------------------------------------------|------------|-----|
| Subject name and code                       | Enterprise Strategies on Foreign Markets, PG_00172446                                                                                    |                                                          |                                         |                                     |                                                |            |     |
| 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                                         |            |     |
| Semester of study                           | 5                                                                                                                                        |                                                          | ECTS credits                            |                                     | 3.0                                            |            |     |
| Learning profile                            | academic                                                                                                                                 |                                                          | Assessment form                         |                                     |                                                |            |     |
| Conducting unit                             | Department of Transport Policy and Economic Integration -> Faculty of Economics -> Rector                                                |                                                          |                                         |                                     |                                                |            |     |
| Name and surname of lecturer (lecturers)    | Subject supervisor                                                                                                                       |                                                          | dr Maciej Krzemiński                    |                                     |                                                |            |     |
|                                             | Teachers                                                                                                                                 |                                                          |                                         |                                     |                                                |            |     |
| 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                                                       |                                         | 10.0                                |                                                | 35.0       | 75  |
| Subject objectives                          | To familiarize students with the theory and practice of formulating and applying strategies in enterprises operating on foreign markets. |                                                          |                                         |                                     |                                                |            |     |

| 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                                          | The student knows and understands the relationships between economic entities and institutions public entities operating in the national, international and intercultural spheres.                                                                                                              | [SW1] oral statement/<br>conversation/discussion<br>[SW2] presentation/project/paper/<br>report |
|                   | [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 advanced knowledge of various types and important elements of structures of enterprises and public institutions, especially in the context of their importance for the internationalization of enterprises.                                                                     | [SW1] oral statement/<br>conversation/discussion<br>[SW2] presentation/project/paper/<br>report |
|                   | [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                              | The student has structured knowledge of the functioning of enterprises in the national and international environment, with particular emphasis on the European Union.                                                                                                                           | [SW1] oral statement/<br>conversation/discussion<br>[SW2] presentation/project/paper/<br>report |
|                   | [MSGL3_W15] has an advanced knowledge of management of an economic entity on the international market; knows and understands strategies and marketing tools used in this management                            | The student has advanced knowledge of enterprise management on the market international, knows and understands marketing strategies and tools used in management. As part of the consultation with the lecturer, he discusses case studies of internationalised enterprises.                    | [SW1] oral statement/<br>conversation/discussion<br>[SW2] presentation/project/paper/<br>report |
|                   | [MSGL3_W05] knows and understands the basic principles of establishing and developing various forms of entrepreneurship                                                                                        | The student knows and understands the basic principles of creating and developing various forms entrepreneurship, especially in the context of entering foreign markets.                                                                                                                        | [SW1] oral statement/<br>conversation/discussion<br>[SW2] presentation/project/paper/<br>report |
|                   | [MSGL3_U04] uses the acquired theoretical knowledge in economics to analyse and evaluate the operation of economic entities on the international market, with particular emphasis on the European Union market | The student is able to use his theoretical knowledge in the field of economics analysis and assessment of the functioning of enterprises on the international market, with particular emphasis on the European Union market and the application of appropriate internationalization strategies. | [SU1] oral statement/conversation/<br>discussion<br>[SU2] presentation/project/paper/<br>report |
|                   | [MSGL3_U06] can identify selected risks related to international operations of enterprises and assess their consequences correctly                                                                             | The student is able to identify selected types of risks associated with entering foreign markets and correctly assess their consequences.                                                                                                                                                       | [SU1] oral statement/conversation/<br>discussion<br>[SU2] presentation/project/paper/<br>report |

|                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                   |                               |
|---------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|-------------------------------|
| Subject contents                | <p>1. Strategies and strategic management in international business - principles and determinants of strategic management. The role of globalization. Transnational enterprises.</p> <p>2. Reasons for foreign expansion of enterprises: Porter's model; Yip model; motives for foreign expansion of enterprises</p> <p>3. Strategy of foreign expansion of enterprises: definitions and levels of strategy; internationalization strategy; types of internationalization strategies; global strategy.</p> <p>4. Forms of foreign expansion of enterprises: export; licensing; franchising; management contracts; turnkey contracts; sub-delivery contracts; joint ventures; own branches and branches on foreign markets.</p> <p>5. Methods of selecting the form of foreign expansion of enterprises: criteria for selecting a strategy for entering foreign markets; selection methods based on economic calculation; selection methods based on the development and internationalization phases; multi-criteria selection methods.</p> <p>6. Alliances and strategic alliances. Creation goals, types. Benefits and threats for enterprises and the environment.</p> <p>7. Theoretical explanations of foreign expansion of enterprises: theory of international trade and internationalization of enterprises; theory of foreign direct investment and the internationalization of enterprises</p> <p>8. Organizational structures of global enterprises. Corporate culture of this type of enterprises. Common features and differences. Model and practical approach. Horizontal and vertical integration of production processes.</p> <p>9. Specificity of marketing in transnational enterprises. 10. Specificity of human resources management in transnational enterprises.</p> <p>Any doubts regarding the issues discussed in the subject, in particular those concerning the interpretation of definitions, may be clarified during consultations.</p> |                   |                               |
| Prerequisites and co-requisites | Microeconomics.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                   |                               |
| Assessment methods and criteria | Subject passing criteria                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Passing threshold | Percentage of the final grade |
|                                 | Exam                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 51.0%             | 100.0%                        |

|                                                                |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|----------------------------------------------------------------|--------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Recommended reading                                            | Basic literature         | <p>Zarządzanie strategiczne w dobie cyfrowej gospodarki sieciowej; red. Gregorczyk S, Urbanek G., wydawnictwo UŁ 2020</p> <p>Jarosiński M., Procesy i modele internacjonalizacji polskich przedsiębiorstw, SGH, Warszawa 2013</p> <p>Zakrzewska - Bielawska Agnieszka. Strategie rozwoju przedsiębiorstw. Nowe spojrzenie. PWE, Warszawa 2018</p> <p>Przedsiębiorstwo. Drogi sukcesu rynkowego. Red. J. Żurek, Polskie Wydawnictwo Ekonomiczne, Warszawa 2016. Rugman Alan, Collinson S., International Business, Pearson 2012</p> <p>Gierszewska G., Romanowska M., Analiza strategiczna przedsiębiorstwa, PWE, Warszawa 2009;</p> <p>M. Gorynia, Strategie zagranicznej ekspansji przedsiębiorstw, PWE, Warszawa 2007</p> <p>A. Stępnia, Strategie przedsiębiorstw na obszarze UE w zakresie zagranicznych inwestycji bezpośrednich, UG, Gdańsk 2005</p> <p>M. Rozkwitalska, Zarządzanie międzynarodowe, Difin, Warszawa 2007 J.</p> <p>Gutowski T., Rozwój przedsiębiorstwa we współczesnej gospodarce, (w:) Gospodarka elektroniczna - współczesne przedsiębiorstwo na rynku globalnym. Seria: Współczesna Gospodarka, nr 1. Red. J. Winiarski, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2010</p> |
|                                                                | Supplementary literature | Rymarczyk, Internacjonalizacja i globalizacja przedsiębiorstw, PWE, Warszawa 2004                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|                                                                | eResources addresses     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Example issues/<br>example questions/<br>tasks being completed |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Work placement                                                 | Not applicable           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |

Document generated electronically. Does not require a seal or signature.