

Subject card

Subject name and code	International Business Transactions, PG_00173362						
Field of study	International Business						
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	Division of International Trade -> Department of International Business -> Faculty of Economics -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Anna Sperska				
	Teachers		dr Aleksandra Bielawska				
			dr Anna Sperska				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	30.0	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	Students will have the possibility to get familiar with all aspects concerning international business transactions. They will know forms of transactions, strategies of entering foreign markets, international trade customs and Incoterms 2020. Students will know clauses of the contract, methods of payment and settlement in international trade as well as organization of export operations in company.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[IBL3_K04] is ready to think and act in an entrepreneurial manner	the student is ready to think and act in an entrepreneurial way. The student demonstrates the ability to use consultations to deepen their knowledge and improve the quality of project work.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report
	[IBL3_U05] can identify and evaluate selected risks related to international business	the student is able to identify and assess selected risks associated with international business transactions;	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU4] test/exam - oral or written
	[IBL3_W06] knows and understands the relations and regularities between international business stakeholders i.a. business entities, public institutions, organisations; functioning in the national, international and intercultural realms	the student knows and understands the relationships and regularities between the stakeholders of international business, including business entities, public institutions and organizations operating at the national and international level;	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report
	[IBL3_U04] can use basic regulations and standards which determine business activity	the student is able to apply the basic regulations and standards determining international economic transactions. When facing challenges or uncertainties, the student is prepared to seek consultations with the instructor as a form of support in the process of preparing for the written test.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU4] test/exam - oral or written
	[IBL3_K05] is ready to perform professional role in responsible manner, abide business ethics and business standards in working environment	the student is ready to perform his professional role in a responsible manner, observing business ethics and business standards in the work environment	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report
	[IBL3_W04] has a structured knowledge of the world economy, international economic and financial processes and their role in shaping the international business environment	the student has a structured knowledge of international economic transactions and their role in shaping the international business environment;	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report

Subject contents	1. Introduction to IBT, the role of exporter and importer 2. Foreign trade as a sector of the national economy 3. International market 4. European Union as the common market 5. International trade turnovers 6. Phases of the transaction, types of transactions 7. Contract 8. Negotiations and cultural differences 9. International trade customs and practice 10. Incoterms 2020 11. Transport 12. The role of banks in international trade 13. Methods of payment and settlement in international trade 14. Insurance, arbitration		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Activity during classes	51.0%	10.0%
	Presentation	51.0%	20.0%
	Test	51.0%	70.0%
Recommended reading	Basic literature A. Fornalska-Skurczyńska, M. Grottel (co-authors), Introduction to International Trade, Gdańsk University Press 2016, ed. A. Fornalska-Skurczyńska, M. Skurczyński 2. R.H. Folsom, G.M. Wallace, J.A. Spanogle, Principles of International Business Transactions. Trade and Economic Relations, Thomson West 2005.		

	Supplementary literature	1. Incoterms 2010. ICC rules for the use of domestic and international trade terms, „ICC Publication 2010, No. 715. 2. Incoterms 2020, ICC Rules for the use of domestic and international trade terms. 3. Export Marketing of Small and Medium-Sized Enterprises in the South Baltic Region, edited by H.Treder P. Kulawczuk, Gdańsk University Press, Gdańsk 2012. 4. Council Regulation (EEC) No 2913/92 of 12 October 1992 establishing the Community Customs Code (OJ L 302, 19.10.1992). 5. A. Watson, Finance of International Trade, Bankers Book Limited, London 1994. 6. J. Bednarz (co-author), [in:] Rozliczenia międzynarodowe, red. D. Marciniak-Neider, PWE, Warszawa 2011
	eResources addresses	Adresy na platformie eNauczanie:
Example issues/ example questions/ tasks being completed		
Work placement	Not applicable	

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