

Subject card

Subject name and code	International Business Transactions, PG_00173366						
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		4.0		
Learning profile	academic		Assessment form		exam		
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 hab. Joanna Bednarz, prof. UG dr Anna Sperska dr Monika Grottel				
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		5.0		65.0	100
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_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 exam.	[SU4] test/exam - oral or written
	[IBL3_U05] can identify and evaluate selected risks related to international business	The student is able to identify, analyze, and assess risks associated with international business activities and propose measures to mitigate their impact on business transactions.	[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 prepared to perform professional responsibilities in an international business environment in a responsible manner, adhering to ethical principles, professional standards, and norms governing intercultural relations and business activities.	[SK4] 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 understands the roles, interests, and interrelationships among actors operating in the international business environment, including enterprises, public institutions, and organizations functioning at national and global levels.	[SW4] test/exam - oral or written
	[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 possesses structured knowledge of the mechanisms and forms of international economic transactions and their significance for business operations and the development of the international business environment.	[SW4] test/exam - oral or written
	[IBL3_K04] is ready to think and act in an entrepreneurial manner	the student is ready to think and act in an entrepreneurial way. In case of difficulties in interpreting business transactions phenomena or concepts, the student is prepared to seek consultations with the lecturer during consultation hours in order to deepen their understanding of the course content.	[SK4] test/exam - oral or written

	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
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Example issues/ example questions/ tasks being completed		
Work placement	Not applicable	

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