University of Gdańsk

Subject card

Subject name and code	Procedures of International Business, PG_00199289		
Field of study	International Economic Relations		
Date of commencement of studies	October 2026	Academic year of realisation of subject	2028/2029
Education level	Bachelor's studies	Subject group	Obligatory subject group in the field of study Optional subject group Subject group related to scientific research 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	2.0	8.0	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_W12] has a knowledge of the nature, functioning and sources of changes occurring in the structures of economic entities and organisations (in particular those which operate on the international market); understands the causes, course, scale and consequences of these changes	The student has knowledge of how international trade organisations and business entities operate. They are familiar with the factors influencing the optimisation of the structures of business entities involved in foreign trade.	[SW4] test/exam - oral or written
[MSGL3_U06] can identify selected risks related to international operations of enterprises and assess their consequences correctly	The student is able to identify commercial risks and assess their impact on the conduct of commercial transactions. The student makes use of opportunities to seek advice on matters relating to the subject.	[SU4] test/exam - oral or written
[MSGL3_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 is able to identify the stages involved in commercial transactions and the specific actions carried out at each stage. The student is able to identify the appropriate form of settlement and assess the course of the transaction on the basis of the transaction documentation. The student makes use of the opportunity to seek advice on issues relating to the subject.	[SU4] test/exam - oral or written
[MSGL3_W11] has a knowledge of (legal, organisational, ethical) rules and norms organising economic structures and institutions (in particular those on the international market)	The student has an understanding of the principles governing international trade, including legal standards and ethical principles. The student makes use of opportunities to seek advice on issues relating to the subject.	[SW4] test/exam - oral or written
[MSGL3_W07] has knowledge and understanding of the types of economic ties and regularities governing them, including the principles of functioning of the market and the market mechanism, both in the national and international aspect	The student has knowledge of how international and domestic commodity markets operate. The student makes use of opportunities to seek advice on issues relating to the subject.	[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

Subject contents

1.Definition, features of foreign trade - introductory activity2 Benefits of international trade3 Entities and intermediaries involved in foreign trade4.Mechanisms and tools for regulating international trade markets 5.Business as a participant in foreign trade - organisation, market relations, industry specifics6.Pre-trade procedures and conclusion of transactions in foreign trade7.Customs procedures9.Transport and insurance procedures in foreign trade

Prerequisites and co-requisites

MacroeconomicsFinance

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. *Handel zagraniczny. Organizacja i technika*, pod red. J. Rymarczyka, PWE, Warszawa 2017. 2. H*andel zagraniczny. Studia przypadków*, pod red. B. Stępień, PWE, Warszawa 2016.
	Supplementary literature	1. E. Gostomski , T. Nowosielski, *Międzynarodowy handel morski,* WUG, Gdańsk 2020. 2. J. Bednarz E. Gostomski, *Działalność małych i średnich przedsiębiorstw na rynkach zagranicznych*, 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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