

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		
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_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	<p>1. Definition, features of foreign trade - introductory activity</p> <p>2. Benefits of international trade</p> <p>3. Entities and intermediaries involved in foreign trade</p> <p>4. Mechanisms and tools for regulating international trade markets</p> <p>5. Business as a participant in foreign trade - organisation, market relations, industry specifics</p> <p>6. Pre-trade procedures and conclusion of transactions in foreign trade</p> <p>7. Customs procedures</p> <p>9. Transport and insurance procedures in foreign trade</p>						

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. <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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