University of Gdańsk

Subject card

Subject name and code	Business scoring, PG_00199377						
Field of study	Economics						
Date of commencement of studies	October 2026		Academic year of realisation of subject		2027/2028		
Education level	Master'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	2		Language of instruction		Polish		
Semester of study	4		ECTS credits		2.0		
Learning profile	academic		Assessment form		credit		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Andrzej Letkiewicz				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	15.0	0.0	15.0	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		0.0		20.0	50
Subject objectives	Knowledge: 1. extended assessment of the situation of enterprises, 2. scoring/rating and scoring/rating assessment. 3. scoring tools and methods, 4. methodology for building scoring matrices.						

Learning outcomes

Course outcome	Subject outcome	Method of verification
[EKONMU2_U08] can independently analyse economic and social phenomena and processes, and can perform a theoretically deepened assessment of such phenomena, using appropriately selected research method	Is able to analyse economic phenomena and processes independently, and is able to make a theoretically informed assessment of these phenomena. Students are able to carry out a project and discuss its objectives and progress with the course tutor during consultation sessions and project blocks. Project blocks are included in the course schedule, and the dates and locations of consultation sessions are published on the University of Gdańsk website.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU5] implementation of a problem task
[EKONMU2_K02] is aware of the level of their knowledge in the area of solving complex problems in economic,; understands the need to extend and update this knowledge throughout his/her life	is aware of his/her level of knowledge in the field of economics and understands the need to update this knowledge throughout life	[SK1] oral statement/conversation/ discussion [SK5] implementation of a problem task
[EKONMU2_W04] has an in-depth knowledge of different types of economic and social ties and regularities governing them; has an in-depth knowledge of economic and financial ties between enterprises	has an in-depth knowledge of the economic and financial links between companies	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
[EKONMU2_U02] can use acquired knowledge to describe and analyse the causes and course of economic and social processes and phenomena, and can formulate his/her own opinions and critically select data and analysis methods based on the achievements of economic and social sciences	Is able to use his/her knowledge to describe and analyse the causes and course of economic processes and phenomena, and to formulate his/her own opinions and select data and methods of analysis on the basis of the achievements of economic	[SU1] oral statement/conversation/ discussion [SU5] implementation of a problem task
[EKONMU2_W07] has an in-depth knowledge of economic and financial principles governing the functioning and management of economic entities and organisations, as well as of systems of legal, organisational, professional, moral and ethical norms and rules organising public structures and institutions, both in the national and international spheres	has an in-depth knowledge of the economic and financial principles governing the operation and management of economic entities and organisations	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
[EKONMU2_K01] recognises the importance of knowledge in the field of economics in the process of identifying and solving economic problems and of consulting experts when having difficulties in solving them independently	recognizes the importance of knowledge in the field of economics in the process of identifying and solving economic problems and consulting with the instructor in the event of difficulties in solving them independently	[SK1] oral statement/conversation/ discussion [SK5] implementation of a problem task
[EKONMU2_U01] can creatively interpret and explain economic and social phenomena and relations between them, using acquired knowledge of economics, finance and management sciences	Is able to creatively interpret and explain economic and using his/ her knowledge of economics, finance	[SU1] oral statement/conversation/ discussion [SU5] implementation of a problem task
[EKONMU2_W08] has an in-depth knowledge of processes occurring in enterprises and economic organisations and with related areas, as well as of processes of change in public institutions; knows methods of research on the regularities governing these changes, taking into account the influence of external stakeholders on them	has an in-depth knowledge of the processes taking place in companies and economic organisations and at the interface with related areas	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task

Subject contents	1. Introduction to the issues and methodology of scoring - the importance, role and substantive assessment of the condition of enterprises 2. Scoring matrix as a scoring tool - advantages and limitations of the point method of assessing the condition, construction of the scoring matrix 3. Economic and financial area in the scoring matrix methodology - selection of measures and weights assigned to them of the economic and financial sphere 4. Operational area in the scoring matrix methodology - selection of measures and weights assigned to them of the operational sphere 5. Market and marketing area in the scoring matrix methodology - selection of measures and weights assigned to them of the market and marketing sphere 6. Human resources area in the scoring matrix methodology - selection of measures and weights assigned to them of the human resources sphere
Prerequisites and co-requisites	Economic diagnosis, Operation of enterprises, Economic and financial analysis,Operational and work analytics, Market and marketing analytics, Decision-making methods

Assessment methods and criteria

Subject passing criteria	Passing threshold	Percentage of the final grade
Attendance and activity during classes	51.0%	20.0%
Correctness of the solution to the problem task in the form of a project	51.0%	80.0%

Recommended reading

Basic literature

1. Przanowski K., Credit scoring: case studies of business processes, Oficyna Wydawnicza, Warsaw School of Economics, Warsaw 2015.

2. A. Letkiewicz, B. Majecka, Self-regulatory effectiveness of TSL enterprises as an indicator of their stratification position in the sector. Springer Proceedings in Business and Economics, Sustainable transport development, innovation and technology: proceedings of the 2016 TranSopot conference, M. Suchanek (ed.) Cham: Springer, cop. 2017

3. A. Letkiewicz, B. Majecka, Cognitive values of the self-regulatory efficiency index in the characteristics competitiveness of enterprises in the TSL industry. Opportunities and threats for the European economy in the 21st century. Part II. Scientific editors: L. Ossowska and M. Debski. "Entrepreneurship and Management" Łódź-Warsaw 2018, Volume XIX, Issue 4, part II, Publishing House of the Social Academy of Sciences

Supplementary literature

1. Kaczmarek, T. T., Risk management: an interdisciplinary approach, Difin, Warsaw 2010,

2. Economic analysis in the implementation of investment projects, scientific ed. A. Czyżewski, University Publishing House Economic, Poznan 2011,

eResources addresses

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

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