University of Gdańsk

Subject card

Subject name and code	Management of the Transaction Cycle on Foreign Markets, PG_00199675		
Field of study	International Economic Relations		
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	8.0
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 Monika Grottel	
	Teachers		

Lesson types

Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
Number of study hours	15.0	15.0	0.0	45.0	0.0	75

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	75	0.0	125.0	200

Subject objectives

As a result of completing the course, the student will gain in-depth knowledge of the organization of commercial activities on foreign markets, learn the methods and forms of cooperation of enterprises on the international market and the principles of conducting trade in goods, and, in particular, the rules of customs handling of import and export of goods, will gain the ability to make decisions in the field of planning commercial activities on foreign markets and completing commercial and customs documents.

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSGMU2_U05] can apply the rules and standards of business activity in order to solve complex and atypical problems arising from international economic cooperation	The student is able to identify trade barriers and trade restrictions on a given target market; the student can complete commercial documentation for the entire transaction cycle. The student is able to prepare and carry out a project related to a selected aspect of international transaction cycle management in foreign trade. The student consults the project assumptions and its progress with the course instructor during consultations and project sessions. Project sessions are included in the timetable, while consultation dates and locations are published on the University of Gdańsk website.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU4] test/exam - oral or written
	[MSGMU2_W03] knows and understands types of economic ties and the regularities governing them; understands the conditions and principles of the functioning of the market and the market mechanism in the national, international and global aspect	The student knows and understands the determinants and principles governing the functioning of domestic, international, and global markets, as well as the market mechanisms affecting international trade activities. The student understands the nature of economic relationships among participants in international business, the principles of cooperation between enterprises in foreign markets, and the impact of global economic processes on the management of international transaction cycles.	[SW4] test/exam - oral or written
	[MSGMU2_U06] can identify types of risks related to international operations of enterprises and correctly determine their consequences and methods of mitigation, with a skilful application of theory, using appropriate research method	The student identifies the sources of risk at each stage of the transaction cycle, knows how to limit it; the student is able to classify potential target markets and trade contractors according to the risk level. The student is able to prepare and carry out a project related to a selected aspect of international transaction cycle management in foreign trade. The student consults the project assumptions and its progress with the course instructor during consultations and project sessions. Project sessions are included in the timetable, while consultation dates and locations are published on the University of Gdańsk website.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU4] test/exam - oral or written
	[MSGMU2_U07] can plan and manage a commercial transaction on the international market, conduct effective negotiations, analyse and critically assess the course of the transaction	The student knows the stages of the transaction cycle and the tasks facing the entrepreneur at each stage; the student is able to formulate transaction and negotiation goals and assess their implementation. The student is able to prepare and carry out a project related to a selected aspect of international transaction cycle management in foreign trade. The student consults the project assumptions and its progress with the course instructor during consultations and project sessions. Project sessions are included in the timetable, while consultation dates and locations are published on the University of Gdańsk website.	[SU2] presentation/project/paper/ report [SU4] test/exam - oral or written

Course outcome	Subject outcome	Method of verification
[MSGMU2_W07] has a knowledge of selected (legal, organisational, ethical) rules and norms conditioning the functioning of economic structures and institutions on the international market; understands the regularities governing them, changes occurring in them and their sources, and their impact on the functioning of economic entities	The student knows and understands the legal, organizational, and ethical rules and standards governing international commercial transactions, including the principles of foreign trade organization, inter-firm cooperation, trade documentation, and customs procedures. The student understands the impact of regulatory and organizational changes on the transaction cycle and on the operations of enterprises in international markets.	[SW4] test/exam - oral or written
[MSGMU2_K06] is ready to independently identify, diagnose and responsibly resolve dilemmas and alternative solutions related to his/her profession and the development of professional achievements	The student independently selects both the target market and the commercial contractor using objective decision criteria as well as quantitative and qualitative methods. The student is able to prepare and carry out a project related to a selected aspect of international transaction cycle management in foreign trade. The student consults the project assumptions and its progress with the course instructor during consultations and project sessions. Project sessions are included in the timetable, while consultation dates and locations are published on the University of Gdańsk website.	[SK1] oral statement/conversation/ discussion [SK2] presentation/project/paper/ report [SK4] test/exam - oral or written
[MSGMU2_W09] has a knowledge of selected areas of the functioning of a modern enterprise in the national and international environment; understands the conditions, principles and consequences of decisions taken in its structures aiming at the development, and the dependencies among enterprises on the international market	The student knows the rules for preparing a commercial offer, a commercial contract, knows the legal bases governing international trade agreements, as well as the trade customs pertaining to the organization of international transport. The student is able to prepare and carry out a project related to a selected aspect of international transaction cycle management in foreign trade. The student consults the project assumptions and its progress with the course instructor during consultations and project sessions. Project sessions are included in the timetable, while consultation dates and locations are published on the University of Gdańsk website.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/ report
[MSGMU2_W10] has a systematized knowledge of the legal, cultural and financial conditions related to business operations, in particular those of an international nature	The student is able to independently assess the social, economic, legal and technological conditions of export expansion or import from a given foreign market. The student is able to prepare and carry out a project related to a selected aspect of international transaction cycle management in foreign trade. The student consults the project assumptions and its progress with the course instructor during consultations and project sessions. Project sessions are included in the timetable, while consultation dates and locations are published on the University of Gdańsk website.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report

Subject contents

1. Organization of commercial activities in the enterprise on the international market.
2. Transaction cycle.
3. Preparation of export/import trade transactions.
4. Criteria for selecting the target market.
5. Establishing contact with a contractor on a foreign market.
6. Criteria for selecting a recipient/supplier of goods.
7. The subject of the transaction and the detailed scope of contract terms.
8. Execution of a trade transaction: fulfillment of the basic conditions of the contract; managing relationships with intermediaries.
9. Settlement and summary of the commercial transaction, application of supplementary clauses.

Any doubts arising during the implementation of the thematic project, the completion of problem-solving tasks, or interpretative issues related to the organization and execution of international trade transactions, the preparation and circulation of commercial and customs documentation, as well as the analysis of legal, organizational, and economic conditions of business activity in foreign markets will also be clarified and addressed during project sessions.

Prerequisites and co-requisites

knowledge useful for implementing program content:

- knowledge of international trade in goods the commercial transaction cycle and commercial customs
- international trade transactions
- foreign trade procedures and documents

Assessment methods and criteria

Subject passing criteria	Passing threshold	Percentage of the final grade
presentation of a project prepared in groups	51.0%	40.0%
oral or written exam	51.0%	50.0%
active participation in discussions during lectures	51.0%	10.0%

Recommended reading

Basic literature	*Basics of foreign trade, red. H. Treder, Publishing House of the University of Gdansk, Gdansk 2005.* *Stepien B., Foreign trade - guide for practitioners, PWE, Warsaw 2015.* *Freight forwarder's guide - transport, forwarding and logistics, red. D. Marciniak-Neider and J. Neider, Polish Chamber of Forwarding and Logistics, Gdynia 2023.*
Supplementary literature	*Bednarz J., Gostomski E., Activities of small and medium-sized enterprises in foreign markets, Publishing house University of Gdansk, Gdansk 2009.* *Guide for exporter with IP for SME, red. M. Bąk, P. Kulawczuk, KIG, Warsaw 2010.* *Gwardzińska E., Laszuk M., Maslowska M., Michalski R., Customs Law, Wolters Kluwer 2017.* *Grottel M. (co-author), Introduction to international trade, ed. A. Fornalska-Skurczynska, M. Skurczynski, Gdansk University Press, 2016.*
eResources addresses	

Example issues/ example questions/ tasks being completed	Sources of information about foreign markets, analysis of the information obtained in order to decide on the target market for foreign expansion.Factors determining the choice of the Incoterms 2020 trade formula.Factors determining the choice of transaction settlement method.
Work placement	Not applicable

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