University of Gdańsk

Subject card

Subject name and code	Transactions in Seaborne Trade, PG_00199704		
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 Polish
Semester of study	3	ECTS credits	8.0
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	30.0	15.0	0.0	45.0	0.0	90

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	90	0.0	110.0	200

Subject objectives

The aim of the course is to introduce students to the principles of organising international transport processes, with particular emphasis on the role of the freight forwarder in the organisation of these processes.

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[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	Students will have knowledge of: the functioning of international commodity markets, knowledge of trade agreements, international trade transactions, the stages of the transaction cycle and the principles of organising and executing transport gestures with particular emphasis on maritime transport, the circulation of commercial and goods documentation between entities involved in the implementation of maritime trade transactions.	[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 has knowledge of the legal framework governing international commercial transactions and the fundamentals of civil law relating to the conclusion of commercial contracts. The student consults with the course tutor on course-related matters and the progress of the project.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/ report
	[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 is able to identify the scope of activities necessary to carry out a commercial transaction. He/she is familiar with the course of trade procedures and procedures related to import and export of goods. He/she is able to assess the level of risk in realising international trade transactions and identify ways of mitigating it. He/she is able to identify the various entities participating in the realisation of international transactions and assign them a relevant role. The student consults with the course tutor on course-related matters and the progress of the project.	[SU2] presentation/project/paper/ report [SU4] test/exam - oral or written
Subject contents	1. The specifics of commercial contractsDefinition of a contract and characteristics of a commercial contract; types of commercial contracts; role of commercial contracts in business; concept of commercial transaction; types of commercial transactions; commercial negotiations 2. Characteristics of international trade transactionsConcept of transaction; transaction cycle; specifics of transacting in international trade; characteristics of transaction phases 3. Commercial contractConcept of contract; types of contracts; division of contracts; construction of contracts; contract clauses; legal regulations - Vienna Convention 1980. 4 .Stages of commercial transactionsTransport gestion in a trade contract; benefits and risks of having a transport gestion; division of the transport gestion between the parties of the trade contract; international trade formulas: Incoterms 2010; entities participating in the implementation of international trade transactions; course of international trade transactions 5. Organisation and execution of the transport businessThe role and tasks of a forwarding agent; forwarding advice; the transport process as an added value to international trade transactions; characteristics of forwarding and transport services; the participation of individual transport branches in the processing of international trade transactions 6. Transport documents used in land and air transport in the transaction phaseCharacteristics of the conditions for the operation of land and air transportInternational railway consignment note (document form)International road consignment note (document form)AWB international air waybill (document form) 7.Transport documents used in non-scheduled maritime transportFreight market; freight brokerage; freight advice in commercial contract; maritime transport contracts (charter-form documents) 8. Transport documents used in regular shippingRegular shipping market; maritime agents; cargo acquisition system; maritime transport contracts - beaching contract; role of the bill of lading in liner shipping9 Basic goods documents occurring in international trade transactionsCharacteristics of documents representing goods in international trade; invoice - basic document confirming a transaction; Certificate of origin; bill of lading - basic goods dokument 10.Multimodal transportDefinition and characteristics of multimodal transport (logistical solutions); role of maritime transport in the implementation of multimodal transport; FIATA Multimodal Transport B/L11.Electronic documentsElectronic bill of lading and other documents 11.Customs documentsCustoms procedures; customs documentation 12.Insurance for commercial transactionsInsurance of goods, goods in transit; insurance documentation		
Prerequisites and co-requisites	International economic relations, international transport.		

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<tr><td>Assessment methods and criteria</td><td colspan="2"><table>
<tr><th>Subject passing criteria</th><th>Passing threshold</th><th>Percentage of the final grade</th></tr>
<tr><td>Project and activities</td><td>51.0%</td><td>40.0%</td></tr>
<tr><td>Examination test and lecture activity</td><td>51.0%</td><td>60.0%</td></tr>
</table></td></tr>
<tr><td rowspan="3">Recommended reading</td><td>Basic literature</td><td>1. E. Gostomski, T. Nowosielski, Międzynarodowy handel morski, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2020.
2. Handel zagraniczny. Organizacja i technika, redakcja naukowa J. Rymarczyk, Polskie Wydawnictwo Ekonomiczne, Warszawa 2017.
3. Handel zagraniczny. Poradnik dla praktyków, pod red. B. Stępień, PWE, Warszawa 2015.
4. Podstawy handlu zagranicznego, pod red. H. Treder, WUG, Gdańsk 2005.
5. J. Kunert , Technika handlu morskiego, PWE, Warszawa 1970.</td></tr>
<tr><td>Supplementary literature</td><td>1. E. Gostomski, T. Nowosielski , Kierunki rozwoju międzynarodowego handlu morskiego, "Pieniądze i Więź", 2019, 2(83).
2. Organizacja i technika transportu morskiego, pod red. J. Kujawy, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2015.
3. T. Nowosielski , Efektywność lądowo-morskich łańcuchów transportowych, [w:] Kierunki racjonalizacji systemów i procesów logistycznych, Prace Naukowe Wyższej Szkoły Bankowej w Gdańsku, 15/2012.
4. K .Białecki , Operacje handlu zagranicznego, Warszawa 2002.
5. Transakcje handlu zagranicznego, pod red. B. Stępień, Warszawa 2004.
6. A. Salomon , Spedycja w handlu morskim, WUG, Gdańsk 2003.</td></tr>
<tr><td>eResources addresses</td><td></td></tr>
<tr><td>Example issues/ example questions/ tasks being completed</td><td colspan="2">1. Features and types of business contracts.
2. Foreign trade transaction.
3. Problems of transport gestation - Incoterms 2020.
4. Transport documents - waybills.
5. Maritime transport documents.
6. Multimodal transport.</td></tr>
<tr><td>Work placement</td><td colspan="2">Not applicable</td></tr>
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