University of Gdańsk

Subject card

Subject name and code	Transactions in Seaborne Trade, PG_00199979		
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	part-time studies	Mode of delivery	at the university
Year of study	3	Language of instruction	Polish Polish
Semester of study	6	ECTS credits	5.0
Learning profile	academic	Assessment form	exam
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	10.0	20.0	0.0	10.0	0.0	40

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	40	0.0	85.0	125

Subject objectives

The aim of the course is to familiarise students with the principles of concluding various types of contracts that are used during the implementation of transport, loading and trade processes, as well as the applicable commercial and transport documentation, with particular emphasis on the specifics of maritime trade.

Learning outcomes

Course outcome	Subject outcome	Method of verification
[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 has skills that include: identification of commodity markets and adaptation of actions to the conditions currently prevailing in these markets, principles for the construction of commercial contracts, the ability to identify phases of commercial transactions and commercial documentation, the ability to work with commercial, shipping and transport documentation, the use of commercial negotiation mechanisms in the sphere of concluding various types of contracts, recognition of the scope of the transport gestion and the ability to identify the gestor of maritime trade transaction processes, identification of entities participating in transaction processes, including their tasks and functions. Students are encouraged to seek advice on matters relating to the course and the projects they are working on.	[SU2] presentation/project/paper/ report [SU4] 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. Students are encouraged to seek advice on matters relating to the course and the projects they are working on.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/ report

Subject contents

1 Specifics of commercial contracts. Definition 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 negotiations2 Characteristics of international trade transactions. Concept of transaction; transaction cycle; specifics of transacting in international trade; characteristics of transaction phases3 Commercial contract; types of contracts; division of contracts; construction of contracts; contract clauses; legal regulations - 1980 Vienna Convention.4 Organisation and performance of the transport gestation. The role and tasks of the forwarding agent; characteristics of forwarding and transport services.5. transport documents used in land and air transport during the transaction phase 6 Transport documents used in irregular sea shipping7 Transport documents used in scheduled maritime shipping 8 Multimodal transport - characteristics of multimodal transport (logistical solutions); role of FIATA Multimodal Transport B/L, electronic bill of lading9. customs and insurance issues during the transaction

Prerequisites and co-requisites

International economic relations. Fundamentals of jurisprudence.

Assessment methods and criteria

Subject passing criteria	Passing threshold	Percentage of the final grade
Project and activities	51.0%	20.0%
Examination test and class activity	51.0%	80.0%

Recommended reading

Basic literature

1. Handel zagraniczny. Organizacja i technika, red. J. Rymarczyk, Polskie Wydawnictwo Ekonomiczne, Warszawa 2017.
2. Handel zagraniczny. Poradnik dla praktyków, pod red. B. Stepień, PWE, Warszawa 2015.
3. Gostomski E., Nowosielski T., Międzynarodowy handel morski, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2020.
4. Podstawy handlu zagranicznego, pod red. H. Treder, WUG, Gdańsk 2005.
5. Kunert J., Technika handlu morskiego, PWE, Warszawa 1970.

	Supplementary literature	1. Organizacja i technika transportu morskiego, pod red. J. Kujawy, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2015. 2. Gostomski E., Nowosielski T., Kierunki rozwoju międzynarodowego handlu morskiego, "Pieniądze i Więź", 2019, nr 2. 3. Nowosielski T., Efektywność lądowo-morskich łańcuchów transportowych, [w:] Kierunki racjonalizacji systemów i procesów logistycznych, Prace Naukowe Wyższej Szkoły Bankowej w Gdańsku, 2012, nr 15. 4. Białecki K., Operacje handlu zagranicznego, Warszawa 2002.
	eResources addresses	
Example issues/ example questions/ tasks being completed	Characteristics of economic contracts.Foreign trade contract its constituent elements.Obligation to perform the transport gesture and trade formulas.Implementation of a foreign trade transaction - stages and specifics.The use of individual transport branches in the implementation of a trade transaction.	
Work placement	Not applicable	

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