University of Gdańsk

Subject card

Subject name and code	Forms of Transactions in Foreign Trade, PG_00199986						
Field of study	International Economic Relations						
Date of commencement of studies	October 2026		Academic year of realisation of subject	2027/2028			
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	2		Language of instruction	Polish			
Semester of study	4		ECTS credits	1.0			
Learning profile	academic		Assessment form	exam			
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr Anna Sperska				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	14.0	0.0	0.0	0.0	0.0	14
	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	14		4.0		7.0	25
Subject objectives	The aim of the course is to provide in-depth knowledge about various forms of commercial transactions carried out on the international market. The analysis of case studies will allow the identification of benefits and costs for entities economic by choosing a specific form of transaction						

Learning outcomes

Course outcome	Subject outcome	Method of verification
[MSGL3_W06] has knowledge and understanding of relations between economic entities and public institutions functioning in the national, international and intercultural realms	student knows and understands relationships between economic entities and public institutions in connection with the implementation of commercial transactions on the international market	[SW4] 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	student knows and understands the principles of conclusion and implementation of commercial transactions on the international market During the lecture, the student demonstrates readiness to use consultations in order to deepen knowledge and prepare for the exam.	[SW4] test/exam - oral or written
[MSGL3_U05] can use regulations and standards which determine business activity, as well as accounting principles in order to solve specific tasks related to the activity of enterprises	student is able to use basic regulations in business activity and the principles of preparing and implementing foreign trade transactions	[SU4] test/exam - oral or written
[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	student is able to analyze and critically evaluate the course of the transaction	[SU4] test/exam - oral or written
[MSGL3_U06] can identify selected risks related to international operations of enterprises and assess their consequences correctly	student is able to identify selected types of risks related to foreign trade transactions and correctly assess their consequences	[SU4] test/exam - oral or written

Subject contents

1. Foreign trade transactions - definitions and specificity of the process.2. Commercial and non-commercial transactions.3. Classic forms of transaction.4. Specific transactions.5. The essence and types of tied transactions.6. The essence and types of exchange transactions.7. Case studies - analysis of benefits and costs of selected forms of transaction

Prerequisites and co-requisites

None

Assessment methods and criteria

Subject passing criteria	Passing threshold	Percentage of the final grade
Exam	51.0%	100.0%

Recommended reading

Basic literature	1. Grottel M., (co-author), Introduction to International Trade, ed. A. Fornalska-Skurczyńska, M. Skurczyński, Gdańsk University Press, Gdańsk 2016. 2. Podręcznik spedytora - transport, spedycja i logistyka, red. D. Marciniak-Neider i J. Neider, Polska Izba Spedycji i Logistyki, Gdynia 2020, rozdz. IV, V. 3. Stępień B., Handel zagraniczny - poradnik dla praktyków, PWE, Warszawa 2015. 4. INCOTERMS 2020, ICC Rules for the use of domestic and international trade terms, "ICC Publication" 2020. 5. https://www.trade.gov.pl/pl/niezbednik-eksportera/23633,Poradnik-eksportera.html.
Supplementary literature	1. Bednarz J., Gostomski E., Działalność małych i średnich przedsiębiorstw na rynkach zagranicznych, Gdańsk 2009. 2. Poradnik dla eksportera z IP dla MSP, red. M. Bąk, P. Kulawczuk, KIG 2010.
eResources addresses	

Example issues/ example questions/ tasks being completed

Work placement

Not applicable

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