University of Gdańsk

Subject card

Subject name and code	International Maritime Trade, PG_00200097		
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	part-time studies	Mode of delivery	at the university
Year of study	2	Language of instruction	Polish Polish
Semester of study	3	ECTS credits	3.0
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	6.0	6.0	0.0	10.0	0.0	22

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	22	0.0	53.0	75

Subject objectives

The purpose of the course is to familiarize students with the principles of concluding various types of contracts, which are used during the implementation of transport, cargo and trade processes, as well as the applicable trade and transport documentation, with particular emphasis on the specifics of maritime trade.

Learning outcomes

Course outcome	Subject outcome	Method of verification
[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 equipped with skills including: identification of commodity markets and adaptation of activities to the conditions currently prevailing in these markets, principles of construction of commercial contracts, ability to identify phases of commercial transactions and commercial documentation, ability to work with commercial, shipping and transport documentation, use of commercial negotiation mechanisms in the sphere of conclusion of various types of contracts, recognition of the scope of transport gestion and ability to identify the gestor of the processes of implementation of maritime trade transactions, identification of entities participating in transactional processes with consideration of their tasks and functions.The student takes advantage of the opportunity to consult on issues related to the subject.	[SU2] presentation/project/paper/ report [SU4] test/exam - oral or written
[MSGMU2_W05] has a deep knowledge of the world economy, principles of global market functioning and international financial relations as well as the process of their evolution; understands the causes, regularities and consequences of occurring changes	The student has knowledge of how international trade markets and the associated maritime transport markets operate. They are familiar with the conditions and dynamics of maritime trade markets. The student makes use of opportunities to seek advice on issues relating to the course and the projects they are undertaking.	[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 negotiations.
2 Characteristics of international trade transactions. Concept of transaction; transaction cycle; peculiarities of transacting in international trade; characteristics of transaction phases
3. trade contract; types of contracts; division of contracts; construction of contracts; contract clauses; legal regulations - Vienna Convention of 1980.
4. organization and execution of transport gestation. The role and tasks of the freight forwarder; characteristics of freight forwarding and transport services
5. transport documents used in land and air transport in the implementation phase of the transaction
6. transport documents used in irregular sea shipping
7. transport documents used in regular shipping regular shipping
8. multimodal transport -characteristics of multimodal transport (logistics solutions); role of FIATA Multimodal Transport B/L, electronic bill of lading

Prerequisites and co-requisites

Knowledge of international economic relations and macroeconomics.

Assessment methods and criteria

Subject passing criteria	Passing threshold	Percentage of the final grade
Project and activities	51.0%	40.0%
Exam and activity	51.0%	60.0%

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 components. Obligation to carry out the transport gesture and trade formulas. Implementation of foreign trade transactions - stages and specifics. The use of the various transport branches in the implementation of the trade transaction.
Work placement	Not applicable

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