

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	
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.			[SU1] oral statement/conversation/discussion [SU4] test/exam - oral or written	

Subject contents	<p>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.</p> <p>2 Characteristics of international trade transactions. Concept of transaction; transaction cycle; peculiarities of transacting in international trade; characteristics of transaction phases</p> <p>3. trade contract; types of contracts; division of contracts; construction of contracts; contract clauses; legal regulations - Vienna Convention of 1980.</p> <p>4. organization and execution of transport gestation. The role and tasks of the freight forwarder; characteristics of freight forwarding and transport services</p> <p>5. transport documents used in land and air transport in the implementation phase of the transaction</p> <p>6. transport documents used in irregular sea shipping</p> <p>7. transport documents used in regular shipping regular shipping</p> <p>8. multimodal transport -characteristics of multimodal transport (logistics solutions); role of FIATA Multimodal Transport B/L, electronic bill of lading</p>		
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
	Exam and activity	51.0%	100.0%
Recommended reading	Basic literature	<ol style="list-style-type: none"> 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	<ol style="list-style-type: none"> 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	<p>Characteristics of economic contracts.</p> <p>Foreign trade contract its components.</p> <p>Obligation to carry out the transport gesture and trade formulas.</p> <p>Implementation of foreign trade transactions - stages and specifics.</p> <p>The use of the various transport branches in the implementation of the trade transaction.</p>		
Work placement	Not applicable		

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