University of Gdańsk

Subject card

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| Subject name and code | Management of the Transaction Cycle on Foreign Markets, PG_00200105 | | |
| 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<br>Optional subject group<br>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 | 6.0 |
| Learning profile | academic | Assessment form | credit |
| Conducting unit | | | |
| Name and surname of lecturer (lecturers) | Subject supervisor | dr Monika Grottel | |
| | Teachers | | |

| Lesson types | Lesson type | Lecture | Tutorial | Laboratory | Project | Seminar | SUM |
|---|---|---|---|---|---|---|---|
| | Number of study hours | 10.0 | 16.0 | 0.0 | 20.0 | 0.0 | 46 |
| | 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 |
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| | Number of study hours | 46 | 0.0 | 104.0 | 150 |

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| Subject objectives | As a result of completing the course, the student will gain in-depth knowledge of the organization of commercial activities on foreign markets, learn the methods and forms of cooperation of enterprises on the international market and the principles of conducting trade in goods, and, in particular, the rules of customs handling of import and export of goods, will gain the ability to make decisions in the field of planning commercial activities on foreign markets and completing commercial and customs documents. |

| Learning outcomes | Course outcome | Subject outcome | Method of verification |
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| | [MSGMU2_U06] can identify types of risks related to international operations of enterprises and correctly determine their consequences and methods of mitigation, with a skilful application of theory, using appropriate research method | The student identifies sources of risk at each stage of the transaction cycle and knows methods of mitigating such risk. The student is able to classify target markets and potential business partners according to risk levels. The student is able to prepare and carry out a project related to a selected aspect of international transaction cycle management in foreign trade. The student consults the project assumptions and its progress with the course instructor during consultations and project sessions. Project sessions are included in the timetable published on the University of Gdańsk website. | [SU1] oral statement/conversation/ discussion<br>[SU2] presentation/project/paper/ report<br>[SU4] test/exam - oral or written |
| | [MSGMU2_W09] has a knowledge of selected areas of the functioning of a modern enterprise in the national and international environment; understands the conditions, principles and consequences of decisions taken in its structures aiming at the development, and the dependencies among enterprises on the international market | The student knows the principles of preparing commercial offers and trade contracts, the legal foundations governing international trade agreements, and trade customs in the area of international transport execution. The student is able to prepare and carry out a project related to a selected aspect of international transaction cycle management in foreign trade. The student consults the project assumptions and its progress with the course instructor during consultations and project sessions. Project sessions are included in the timetable published on the University of Gdańsk website. | [SW4] test/exam - oral or written<br>[SW2] presentation/project/paper/ report |
| | [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 | The student knows and understands the determinants of the functioning of domestic and international markets, as well as market mechanisms influencing the organization and execution of commercial transactions. The student understands the importance of economic linkages between participants in international trade, the principles of cooperation between enterprises in foreign markets, and the impact of globalization processes on transaction cycle management. | [SW4] test/exam - oral or written |
| | [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 is able to independently assess the social, economic, legal, and technological conditions of export expansion or import operations in a selected foreign market. The student is able to prepare and carry out a project related to a selected aspect of international transaction cycle management in foreign trade. The student consults the project assumptions and its progress with the course instructor during consultations and project sessions. Project sessions are included in the timetable published on the University of Gdańsk website. | [SW4] test/exam - oral or written<br>[SW1] oral statement/ conversation/discussion<br>[SW2] presentation/project/paper/ report |

| Course outcome | Subject outcome | Method of verification |
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| [MSGMU2_W07] has a knowledge of selected (legal, organisational, ethical) rules and norms conditioning the functioning of economic structures and institutions on the international market; understands the regularities governing them, changes occurring in them and their sources, and their impact on the functioning of economic entities | The student possesses in-depth knowledge of the legal, organizational, and ethical rules and standards governing the conduct of international trade transactions. The student understands the principles of organizing foreign trade activities, cooperation between enterprises in international trade, and customs procedures for the import and export of goods. The student is familiar with the sources of changes in regulations and procedures related to foreign trade and is able to assess their impact on the functioning of enterprises participating in the international transaction cycle. | [SW4] test/exam - oral or written |
| [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 knows the stages of the transaction cycle and the tasks faced by an entrepreneur at each stage. The student is able to formulate transactional and negotiation objectives and assess their achievement. The student is able to prepare and carry out a project related to a selected aspect of international transaction cycle management in foreign trade. The student consults the project assumptions and its progress with the course instructor during consultations and project sessions. Project sessions are included in the timetable published on the University of Gdańsk website. | [SU2] presentation/project/paper/ report<br>[SU4] test/exam - oral or written |
| [MSGMU2_U05] can apply the rules and standards of business activity in order to solve complex and atypical problems arising from international economic cooperation | The student is able to identify trade barriers and market access restrictions in a selected target market. The student is able to compile complete commercial documentation for the entire transaction cycle. The student is able to prepare and carry out a project related to a selected aspect of international transaction cycle management in foreign trade. The student consults the project assumptions and its progress with the course instructor during consultations and project sessions. Project sessions are included in the timetable published on the University of Gdańsk website. | [SU1] oral statement/conversation/ discussion<br>[SU2] presentation/project/paper/ report<br>[SU4] test/exam - oral or written |
| [MSGMU2_K06] is ready to independently identify, diagnose and responsibly resolve dilemmas and alternative solutions related to his/her profession and the development of professional achievements | The student independently selects a target market for internationalization and a business partner using objective decision criteria as well as quantitative and qualitative methods. The student is able to prepare and carry out a project related to a selected aspect of international transaction cycle management in foreign trade. The student consults the project assumptions and its progress with the course instructor during consultations and project sessions. Project sessions are included in the timetable published on the University of Gdańsk website. | [SK1] oral statement/conversation/ discussion<br>[SK2] presentation/project/paper/ report<br>[SK4] test/exam - oral or written |

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| Subject contents | 1. Organization of commercial activities in the enterprise on the international market.<br><br>2. Transaction cycle.<br><br>3. Preparation of export/import trade transactions.<br><br>4. Criteria for selecting the target market.<br><br>5. Establishing contact with a contractor on a foreign market.<br><br>6. Criteria for selecting a recipient/supplier of goods.<br><br>7. The subject of the transaction and the detailed scope of contract terms.<br><br>8. Execution of a trade transaction: fulfillment of the basic conditions of the contract; managing relationships with intermediaries.<br><br>9. Settlement and summary of the commercial transaction, application of supplementary clauses.<br><br>Any doubts arising during the implementation of the thematic project, the completion of problem-solving tasks, or interpretative issues related to the organization and execution of international trade transactions, the preparation and circulation of commercial and customs documentation, as well as the analysis of legal, organizational, and economic conditions of business activity in foreign markets will also be clarified and addressed during project sessions. |
| Prerequisites and co-requisites | knowledge useful for implementing program content:<br><br>• knowledge of international trade in goods the commercial transaction cycle and commercial customs<br>• international trade transactions<br>• foreign trade procedures and documents |

Assessment methods and criteria

| Subject passing criteria | Passing threshold | Percentage of the final grade |
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| oral or written exam | 51.0% | 50.0% |
| active participation in discussions during lectures | 51.0% | 10.0% |
| presentation of a group project | 51.0% | 40.0% |

Recommended reading

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| Basic literature | Podstawy handlu zagranicznego, red. H. Treder, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2005.<br><br>Stępień B., Handel zagraniczny - poradnik dla praktyków, PWE, Warszawa 2015.<br><br>Podręcznik spedytora - transport, spedycja i logistyka, red. D. Marciniak-Neider i J. Neider, Polska Izba Spedycji i Logistyki, Gdynia 2023. |
| Supplementary literature | Bednarz J., Gostomski E., Działalność małych i średnich przedsiębiorstw na rynkach zagranicznych, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2009.<br><br>Poradnik dla eksportera z IP dla MSP, red. M. Bak, P. Kulawczuk, KIG, Warszawa 2010.<br><br>Gwardzinska E., Laszuk M., Masłowska M., Michalski R., Prawo celne, Wolters Kluwer 2017.<br><br>Grottel M. (co-author), Introduction to international trade, ed. A. Fornalska-Skurczyńska, M. Skurczyński, Gdansk University Press, 2016. |

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| | eResources addresses | |
| Example issues/ example questions/ tasks being completed | | |
| Work placement | Not applicable | |

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