

**Subject card**

Subject name and code	Dealing Room, PG_00089523						
Field of study	International Economic Relations						
Date of commencement of studies	October 2023	Academic year of realisation of subject				2024/2025	
Education level	postgraduate studies	Subject group					
Mode of study	full-time studies	Mode of delivery				at the university	
Year of study	2	Language of instruction				Polish	
Semester of study	3	ECTS credits				2.0	
Learning profile	academic	Assessment form					
Conducting unit	Katedra Biznesu Międzynarodowego -> Faculty of Economics						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Monika Szmelter				
	Teachers		dr Monika Szmelter				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	15.0	0.0	0.0	0.0	15
	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	15		0.0		0.0	15
Subject objectives	Student well-prepared to the activity in Trasury Departaments in commercial banks, especially in foreign exchange desk of dealing room (services for interbank and corporate clients)						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[MSGMU2_W07] has an in-depth 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		student has in-depth knowledge of selected rules and norms of financial markets relating to dealers activity		[SW4] test/exam - oral or written [SW5] implementation of a problem task		
	[MSGMU2_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions; undertakes challenges of creative thinking; acquires resilience to failures; assesses risks and threats and finds ways of counteracting their effects		student is ready to do transactions in forex in entrepreneurial way, and he adapts to the changing conditions of financial markets; student analyzes the risk of his activity in the forex		[SK4] test/exam - oral or written [SK5] implementation of a problem task		
	[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		student is ready to plan and realize a profitable transaction in foreign exchange market		[SU4] test/exam - oral or written [SU5] implementation of a problem task		

Subject contents	<p>1. Dealing room - basics 1: definition and structure of dealing room; workplaces in dealing room.</p> <p>2. Dealing room - basics 2: currency position; rules and customs in dealing room.</p> <p>3. Why are exchange rates so changeable?: macroeconomics determinants; short-term flows in forex; others factors; the reaction of the foreign exchange market to selected factors.</p> <p>4. Technical aspects of spot transaction doing: conversation between dealers; dealers comments; dealers slang; spread- how to change it, to be profitble.</p> <p>5. Technical aspects of swap transaction doing: conversation between dealers; spread- how to change it, to be profitble.</p> <p>6. Some elements of Eikon.</p>											
Prerequisites and co-requisites	Student are able to use the computer and speak Communicative English											
Assessment methods and criteria	<table border="1" data-bbox="451 694 1487 792"> <thead> <tr> <th data-bbox="451 694 794 725">Subject passing criteria</th> <th data-bbox="794 694 1139 725">Passing threshold</th> <th data-bbox="1139 694 1487 725">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td data-bbox="451 725 794 757">quiz</td> <td data-bbox="794 725 1139 757">41.0%</td> <td data-bbox="1139 725 1487 757">80.0%</td> </tr> <tr> <td data-bbox="451 757 794 792">task</td> <td data-bbox="794 757 1139 792">10.0%</td> <td data-bbox="1139 757 1487 792">20.0%</td> </tr> </tbody> </table>			Subject passing criteria	Passing threshold	Percentage of the final grade	quiz	41.0%	80.0%	task	10.0%	20.0%
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quiz	41.0%	80.0%										
task	10.0%	20.0%										
Recommended reading	Basic literature	Rozliczenia międzynarodowe, pod red. D. M. Marciniak-Neider, PWE, Warszawa 2011.										
	Supplementary literature	M. Szmelter, Rynek złotego w Londynie, [w:] Finanse, Rynki Finansowe, Ubezpieczenia. - 2017, nr 5 (89), cz. 2.										
	eResources addresses	Uzupełniające Adresy na platformie eNauczanie: Dealing room - Moodle ID: 5869 <a href="https://mdl.ug.edu.pl/course/view.php?id=5869">https://mdl.ug.edu.pl/course/view.php?id=5869</a>										
Example issues/ example questions/ tasks being completed	<p>Ex. Fill in gaps (conversation between dealers):</p> <p><b>Bank A: HI HI FRDS EUR USD 10 PLS</b></p> <p><b>Bank B: HI HI 15 18</b></p> <p><b>Bank A: I BUY.... AT.....</b></p> <p><b>VAL 1AUGUST 20XY</b></p> <p><b>MINE..... TO DEUTSCHE BANK ACC 123456789</b></p> <p><b>Bank B: I CONFIRM, I .....MIO AT.....</b></p> <p><b>VAL .....</b></p> <p><b>MINE TO CHASE N.Y. ACC 67890</b></p> <p><b>THKS AND BYE</b></p> <p><b>Bank A: THKS HAVE A GUD W/E</b></p>											
Work placement	Not applicable											

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