



## DESCRIPTION OF THE OBJECT

<b>FIELD OF STUDY</b>	Management
<b>SPECIALISATION</b>	Trade and services
<b>MODE OF STUDY</b>	Full-time studies / Part-time studies
<b>SEMESTER</b>	4

<b>Name of the subject</b>	<b>Economics and organisation of foreign trade</b>	
<b>Hourly dimension of particular forms of classes</b> <ul style="list-style-type: none"><li>lectures</li><li>other forms</li></ul>	Full-time studies – 30 Part-time studies - 18	
	Full-time studies – 10 Part-time studies – 8	
	Full-time studies – 20; Part-time studies – 10	

<b>Learning objectives:</b>	– discuss basic concepts and issues of foreign trade and its organisation in the company
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<b>Learning outcomes for the subject</b>	
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<b>Number</b>	<b>Learning outcomes, a student who has successfully completed the course will be able to:</b>	<b>Reference of learning outcomes for the programme</b>	<b>The reference to the learning outcomes for the area</b>
EK_W01	has knowledge of the structures and institutions of the international market	K_W02	P6S_WG
EK_W02	knows the interrelations between the participants of international relations, with particular emphasis on enterprises involved in international trade	K_W04 K_W06	P6S_WG
EK_U03	has the ability to use the acquired theoretical knowledge to evaluate changes in international trade, to acquire data to analyse concrete economic processes and phenomena taking place on the international market	K_U04	P6S_UW
EK_U04	has the ability to analyse and interpret interdependencies and constraints characterising foreign trade transactions	K_U08	P6S_UW
EK_K05	uses knowledge about foreign trade	K_K02	P6S_KK

<b>Content number</b>	<b>Educational/ curricular content</b>	<b>Reference to learning outcomes for the subject</b>
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	<b>Lectures/ Exercises</b>	
T_01	Institutions regulating and supporting foreign trade. Characteristics of foreign trade transactions.	EK_W01 EK_W02 EK_U03 EK_U04 EK_K05
T_02	Forms and tools of regulation in foreign trade.	EK_W01 EK_W02 EK_U03 EK_U04 EK_K05
T_03	Geographical and sector specificity of Polish foreign trade.	EK_W01 EK_W02 EK_U03 EK_U04 EK_K05
T_04	Organisation of foreign trade in an enterprise.	EK_W01 EK_W02 EK_U03 EK_U04 EK_K05
T_05	Direct regulation of foreign trade.	EK_W01 EK_W02 EK_U03 EK_U04 EK_K05
T_06	Finance, risk and insurance in foreign trade.	EK_W01 EK_W02 EK_U03 EK_U04 EK_K05

<b>Methods and forms of teaching</b>	<b>Educational and curricular content</b>
Lecture with multimedia presentation of selected issues	T_01 – T_06
Conversation lecture	
Problem-based lecture	T_01 – T_06
Informative lecture	
Discussion	
Working with text	
Case study method	
Problem-based learning	
Didactic/simulation game	
Exercise method	T_01 – T_06
Workshop method	
Project method	
Multimedia presentation	
Audio and/or video demonstrations	
Activation methods (e.g. brainstorming, SWOT analysis technique, decision tree technique, „snowball” method, constructing „mind maps”)	

Other (which ones?) - ...	
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<b>Evaluation criteria in relation to particular learning outcomes</b>				
<b>Learning outcome</b>	<b>For assessment 2</b>	<b>For assessment 3</b>	<b>For assessment 4</b>	<b>For assessment 5</b>
EK_W01	The student has no knowledge of structures and institutions of the international market	The student has limited knowledge of structures and institutions in the international market	The student has knowledge of structures and institutions of the international market	The student has a good knowledge of structures and institutions of the international market
EK_W02	The student does not know the relationships between the participants of international relations.	The student knows the relationships between the participants of international relations.	The student is well acquainted with the interrelations between the participants in international relations, with particular emphasis on enterprises involved in foreign trade	Students will be familiar with the interrelationships between the participants in international relations, with particular emphasis on enterprises involved in foreign trade
EK_U03	Students are unable to apply their theoretical knowledge to the assessment of changes in international trade.	Students are able to apply their theoretical knowledge to the evaluation of changes in international trade, they are not always able to obtain data appropriate for the analysis of specific economic processes and phenomena taking place on the international market.	Students will be able to correctly apply their theoretical knowledge in order to evaluate changes in international trade, acquire data to analyse concrete economic processes and phenomena taking place on the international market.	Students will be able to use their theoretical knowledge very well in evaluating changes in international trade, as well as to acquire data on their own in order to analyse concrete economic processes and phenomena taking place on the international market.
EK_U04	Students do not have the ability to analyse and interpret dependencies and constraints characterising foreign trade transactions.	Students have little ability to analyse and interpret dependencies and constraints characterising foreign trade transactions	Students will be able to analyse and interpret dependencies and constraints characterising foreign trade transactions.	The student is highly skilled in analyzing and interpreting the relationships and constraints that characterize foreign trade transactions.
EK_K05	The student does not use knowledge about foreign trade.	The student has limited knowledge of foreign trade.	The student uses his/her knowledge of foreign trade.	The student always uses the knowledge of foreign trade correctly.

Verification of learning outcomes	EK symbols for the module/subject				
	W01	W02	U03	U04	K05
Written examination					
Oral examination					
Written credit					
Oral credit	X	X	X	X	X
Written colloquium	X	X	X	X	X
Oral colloquium					
Test					
Project					
Written work					
Report					
Multimedia presentation					
Work during exercise	X	X	X	X	X
Other (which?) -					

Hourly teaching load and student workload	Full-time studies	Part-time studies
1. Lectures (joint participation of academics and students)	10	8
2. Other forms (joint participation of academic staff and students)	20	10
3. Consultation with the teacher	-	-
<b>Total 1+2+3</b>	<b>30</b>	<b>18</b>
4. Internships (carried out by students on their own)	—	—
5. Student's own work (including homework and project work, preparation for a credit/exam)	20	32
<b>Total 4+5</b>	<b>20</b>	<b>32</b>
<b>SUMMARY 1+2+3+4+5</b>	<b>50</b>	<b>50</b>
<b>Total ECTS credits according to the study plan</b>	<b>2</b>	

<b>Reference literature</b>	<ul style="list-style-type: none"> <li>– Jan Rymarczyk (red.), Handel zagraniczny : organizacja i technika, Polskie Wydawnictwo Ekonomiczne, Warszawa 2017.</li> <li>– Beata Stępień (red.), Handel zagraniczny : studia przypadków, Polskie Wydawnictwo Ekonomiczne, Warszawa 2015.</li> <li>– Jerzy Dudziński (red.) Podstawy handlu zagranicznego, Difin, Warszawa 2010.</li> </ul>
<b>Complementary literature</b>	<ul style="list-style-type: none"> <li>– K. P. Białecki, Operacje handlu zagranicznego, PWE Warszawa 2002.</li> <li>– 2. J. Rymarczyk(red.), Handel zagraniczny. Organizacja i technika, PWE Warszawa 2017.</li> <li>– 3. J. Dudziński, R. Knap, Handel zagraniczny, Wydawnictwo Zachodniopomorskiej Szkoły Businessu, Szczecin 1999.</li> </ul>

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|  | <ul style="list-style-type: none"><li>- 4. H. Teder (red.), Podstawy handlu zagranicznego, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2003</li><li>- 5. E. Duliniec, Marketing międzynarodowy, PWE Warszawa 2004.</li></ul> |
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