



DESCRIPTION OF THE OBJECT

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| FIELD OF STUDY | Management |
| SPECIALISATION | Business management |
| MODE OF STUDY | Full-time studies / Part-time studies |
| SEMESTER | 4 |

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

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| Learning objectives: | – discuss basic concepts and issues of foreign trade and its organisation in the company |
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| Learning outcomes for the subject | |
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| Number | Learning outcomes, a student who has successfully completed the course will be able to: | Reference of learning outcomes for the programme | The reference to the learning outcomes for the area |
|---------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------|------------------------------------------------------------|
| 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 |

| Content number | Educational/ curricular content | Reference to learning outcomes for the subject |
|-----------------------|----------------------------------------|-------------------------------------------------------|
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| | Lectures/ Exercises | |
|------|------------------------------------------------------------------------------------------------------|------------------------------------------------|
| 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 |

| Methods and forms of teaching | Educational and curricular content |
|----------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------|
| 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”) | |

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| Other (which ones?) - ... | |
| ... | |

| Evaluation criteria in relation to particular learning outcomes | | | | |
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| Learning outcome | For assessment 2 | For assessment 3 | For assessment 4 | For assessment 5 |
| 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 | - | - |
| Total 1+2+3 | 30 | 18 |
| 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 |
| Total 4+5 | 20 | 32 |
| SUMMARY 1+2+3+4+5 | 50 | 50 |
| Total ECTS credits according to the study plan | 2 | |

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

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